# Board of Trade Journal

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## *Front cover photograph*

Batch production of Carlton Diagnostic X-ray tables at the Wembley works of Watson & Sons (Electro-Medical) Ltd. a member of the GEC group of companies. Approximately 70 per cent of this type of unit is destined for export and many of these tables are now in use in South America, Africa and the Middle East.

# SPOTLIGHT ON OVERSEAS TRADE No. 22

Information on finance for exports is of vital importance to all businessmen anxious to develop their overseas business.

## 'FINANCE FOR EXPORTS'

is the subject of the latest in the "Spotlight" series of pamphlets which the Midland Bank issues from time to time on matters of topical interest relating to overseas trade. This is a completely revised version of the "Spotlight" on this subject published in May 1966. Copies can be obtained from any of the Bank's 2,700 branches or by filling in and sending to us the coupon below.

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**Midland Bank**

*EXPERT AID FOR EXPORT TRADE*

# *Leaving London: advantages of office decentralization*

**Government responsibility for the Location of Offices Bureau has this month been transferred from the Ministry of Housing and Local Government to the Board of Trade. In this article Mr. E. J. Sturgess, CBE, chairman of LOB, describes current trends in decentralization and its principal advantages.**

CONGESTION IS A costly business – excessively wasteful in time and money. Allowed to grow unchecked it can strangle a city, sap its efficiency and make life miserable for the thousands of commuters who struggle in and out every day. By encouraging decentralization LOB's aim is to try to make London a more efficient and more tolerable place to live and work in for those who really need to be there.

Since LOB was set up as a Government Commission in April 1963 it has directly helped over 700 firms to move almost 60,000 jobs out of Central London – equivalent to more than 60 loaded commuter trains. There is also an unknown but, we believe, substantial number of firms who have decentralized without using LOB's service, although we like to think they have been influenced by our publicity.

## A free advisory service

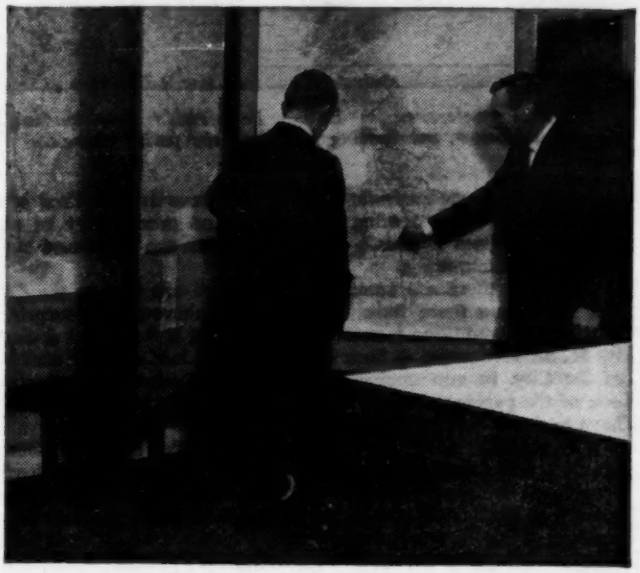
In addition to its publicity activities, LOB provides a free advisory service for the London businessman wishing to move all or part of his office away from London. It finds places where his firm can operate more cheaply and efficiently, and where there is room to expand. LOB's property register, which is probably the largest of its kind in the country, contains details of over eight million square feet of office space available or under construction throughout Great Britain.

The Bureau maintains a comprehensive map room which shows where office properties are available, comparative rents, road, rail and air communications, new and expanding towns, and the location of such facilities as universities, computer bureaux, docks and ports. It also has details of telecommunications and postal facilities, housing and staffing. With this information at its disposal the Bureau can cater for the particular needs of individual firms and pinpoint areas which would be especially appropriate for the firm in question. Preliminary discussions with client firms can, if necessary, be followed by visits to specific towns and meetings with local officials.

The type of firm or organization that decentralizes, either in total or in part, goes, more or less, right across the board. The main decentralizers are the insurance companies; then engineering and electrical goods, followed by the distributive trades, chemical and allied industries and professional and scientific services.

In considering a suitable location the distance a firm can move is largely governed by the number of existing London staff it wishes to retain in the new location. This, in turn, will be affected by the nature of the work it is proposed to move out. The fewer actual staff – as opposed to their jobs – that a firm wishes to move, the further it can consider going, as most staff are reluctant to move long distances. This was well illustrated in a recent LOB survey which showed that whilst 45 per cent of Londoners approached would not be willing to move to Liverpool, 44 per cent of those in Liverpool would be equally averse to a move to the South East.

Larger firms are increasingly reaping the benefits of partial decentralization, which in terms of jobs accounts for more than half the moves carried out. The kinds of departments that are being moved out, often to existing regional offices, include computer and data processing, staff records and personnel, accounts, property, registrars, securities and drawing offices. Firms who have left London invariably find that their moves have been worthwhile and that the advantages more than outweigh the disadvantages. Seldom is loss of prestige rated as a disadvantage by companies who have moved out completely.



*LOB's information room gives comprehensive details of office availability, rents, communications and the location of such facilities at universities, computer bureaux, docks and ports.*

## Factors leading to decentralization

The main factors which turn a firm's thoughts to the possibilities of decentralization are expansion, economy and lease renewal – the last often at a substantially higher rate. During the six years that LOB has been in existence, the average rental per square foot for new offices in Central London has soared from 45s. in 1963 to 120s. today. Similar accommodation in most major provincial towns costs only 20s.-25s. per square foot.

Moving out of London can save a company a substantial amount of money both directly and indirectly. LOB's research has shown that on average the cost of keeping office staff in Central London accounts for at least an additional £465 per head a year in higher rents, services and salary weightings. The rate of staff turnover also decreases significantly out of London. Staff morale and efficiency

LEAVING LONDON, *continued*

*Managerial conference in British Petroleum's new landscaped offices at Harlow, overlooking fields and the parish church.*

*New Eagle Star Insurance Office and computer block at Cheltenham.*

improves, and managements of firms who have decentralized often comment on the increasing enthusiasm and productivity of staff (senior executives included) when freed from the wear and stress of London commuting.

Obviously there are some activities which are tied to the City, but even here there have been some significant and surprising breaks with tradition. A notable case in point is the recent decision by N. M. Rothschild & Sons to move about half of their staff out of the City. In announcing the move, Mr. Evelyn de Rothschild, one of the partners, forecast that other merchant banks would also have to move out if they were to expand.

It is generally accepted that pressure for office space in Central London will increase even though Greater London's residential population is expected to decline. Apart from the increasing transition from blue collar to white collar activity, the actual amount of floor space per office worker is increasing. This is partly due to the need to provide better amenities and partly due to the introduction of more data processing equipment. Inevitably, with London office rents continuing to rise, London firms will look more and more outside for suitable office locations.

The experience of the vast majority of firms that have already decentralized should spur on those who are considering the possibility of moving out.

In our subsequent conversations with the management of firms who have decentralized, phrases like 'the move has been highly successful', 'staff productivity has gone up', and 'staffing problems are far fewer' are commonplace. In particular I remember the managing director of a long-established City firm saying of his move: 'Productivity has gone up considerably; we are now expanding, and the staff seem to be much happier since they came here. We even increased our profit after our first year out, which we didn't expect to.' In short, decentralization works.

## EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261) - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (0301-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

## Board of Trade Advisory Committee

THE PRESIDENT of the Board of Trade has appointed Mr. David J. Young, CBE, to be a member of the Board of Trade Advisory Committee (BOTAC) with effect from April 1. Mr. Young succeeds Mr. P. O. Williams, CBE.

The Advisory Committee is the statutory body which advises the Board of Trade on applications for financial assistance under the Local Employment Acts 1960-66.

## Budget increases in SET and Corporation Tax

AMONG THE MEASURES affecting trade and industry announced by Mr. Roy Jenkins, Chancellor of the Exchequer, in his Budget speech on April 15 were the following:

Rates of Selective Employment Tax for adult male employees increased to 48s. from July 7 and other rates in proportion. This is an increase of 28 per cent on the previous rate of 37s. 6d.

Corporation tax to be increased by 2½ per cent to 45 per cent in respect of profits arising from April 1, 1968. This increase would yield £75 million this year and £120 million in a full year.

Tax on petrol and other light oils and heavy oils for road vehicles to be raised from the present rate, including surcharge, of 4s. 3.7d. a gallon to 4s. 6d. a gallon.

*As part of a six week course in material storage and handling, shipping and distribution, 16 East Africans visited the giant 480,000 sq. ft. distribution centre at Greenford, outside London, recently opened by Butler's Warehousing & Distribution Limited – part of the Wharf Holdings group. The course was sponsored by the Crown Agents for stores and supplies officers of the government departments in Kenya, Uganda and Tanzania. Butler's distribution manager, Danny Hammill, is photographed explaining the palletized stacking method.*

## Lord Brown's visit to Scotland

LORD BROWN, Minister of State, Board of Trade, with special responsibilities for export promotion, has been making a two-day visit to Scotland yesterday and today (April 17 and 18). This is the latest in a series of visits the Minister is making to call on firms and meet industrialists actively engaged in the export drive.

Lord Brown's programme is as follows: April 17 call on F. H. Wright (Dental) Co. Ltd. and Malcolm Ogilvie & Co. Ltd. (manufacturers of jute yarns and fabrics); Luncheon by representatives of Dundee Chamber of Commerce and industrialists from Dundee and Kirkcaldy; visit to Dundee Linoleum Co. Ltd.; dinner in Glasgow for members of the Scottish Export Committee. April 18 visit to W. & J. Knox Ltd., Kilbirnie (manufacturers of twines and nets), Glacier Metal Ltd., Blackwood Morton & Sons Ltd., Kilmarnock (carpet manufacturers), and Glenfield & Kennedy Ltd., Kilmarnock (valve manufacturers).

## Parliamentary Secretary, Board of Trade, to visit Wales

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, is to visit South Wales on April 21 and 22. During her visit she will call on local firms and meet representatives of local government and industry.

Mrs. Dunwoody's visit opens on April 21 with a visit to Bernard Hastie & Co. Ltd., Hafod, Swansea (manufacturers of thermal insulation equipment). This will be followed by a tour of the Lower Swansea Valley and a call on the Mayor of Swansea at the Guildhall. After visiting Clutsom-Penn (UK) Ltd. (manufacturers of elasticated fabrics) where she is to officially open their new factory on the Fforestfach Industrial Estate, Mrs. Dunwoody will visit industrial estates at Kenfig, Bridgend and Llantrisant. That evening Mrs. Dunwoody will be the principal guest at a dinner at the Angel Hotel, Cardiff, where she will meet representatives of both sides of industry.

On April 22, Mrs. Dunwoody travels to Rhondda for a meeting with the borough council before going on to Treorchy to visit Polikoff International Ltd. (clothing manufacturers). After attending a luncheon with the Deputy Lord Mayor and members of Cardiff City Council, Mrs. Dunwoody will visit the Tiryberth Estate, Hengoed to call on the Austin Motor Co. Ltd. (manufacturers of automotive components) and Mono Containers Ltd. (manufacturers of paper food containers) before returning to London.

*A group of representatives of industry visited the Central Office of Information on March 25 and were introduced to the work of the COI by Mr. R. A. Fleming (left), assistant controller (Overseas). The visitors then took part in discussions on the export services of COI with members of Overseas Press Services, Photographs, Films and Television, Radio, Publications, Reference and Tours and Production Services Divisions and Regional Unit.*

## ECGD backs £1.8 million contract for Norwegian bulk carrier

THE EXPORT CREDITS Guarantee Department signed a Financial Guarantee on April 2 covering the financing of a 20,370 tons deadweight bulk carrier worth £1.83 million for Norway.

The vessel will be owned by Johan Horns Rederi A/S Norway. The vessel is scheduled for delivery in April 1970 and is being built by Scotts' Shipbuilding & Engineering Co. Ltd., of Greenock.

The loan, which is for £1.464 million, is being made available by Hambros Bank Ltd., acting on behalf of themselves, the National Commercial Bank of Scotland, Lloyds Bank Ltd., Bank of Scotland and the Westminster Bank Ltd., and is repayable over 10 years.

## Credit for Spanish buyers of £2.5m. mining equipment

THE EXPORT CREDITS Guarantee Department has guaranteed a £2,500,000 credit for the purchase of British capital equipment by two Spanish mining companies.

The credit has been negotiated by Hill, Samuel & Co. Ltd., acting on behalf of themselves and the London clearing and Scottish banks, with Rio Tinto Patino SA and Compania Espanola de Minas de Rio Tinto SA, who require capital equipment to develop mining projects at Cerro Colorado, Atalaya and elsewhere in Spain.

The companies intend to sign supply contracts immediately up to a value of about £1,500,000 with several British companies including GEC-AEI, Ruston Bucyrus, Blackwood Hodge, Head Wrightson, John Thompson and Nordberg Manufacturing Company. The balance of the credit may be allocated over the next two years for contracts down to a minimum value of £50,000, thus enabling smaller capital goods manufacturers to take advantage of the favourable terms of the credit.

The credit is available for 85 per cent of the value of each contract, and repayment will be over 10 years from signature (on March 31) of the Financial Agreement. Interest will be charged at the special export rate ruling when individual contracts are approved, currently 5½ per cent per annum.

## ECGD backs £3 million contract for trans-Iranian gas pipeline

THE EXPORT CREDITS GUARANTEE DEPARTMENT has signed a Financial Guarantee covering a loan for the supply of equipment for the Trans-Iranian Gas Pipeline.

The loan, which is being made available by Kleinwort Benson Ltd., acting on behalf of Barclays Bank Ltd., Lloyds Bank Ltd., Martins Bank Ltd., Midland Bank Ltd., National Commercial Bank of Scotland Ltd., National Provincial Bank Ltd., Westminster Bank Ltd. and Williams Deacon's Bank Ltd., is for £2½ million and is repayable over a period of 7½ years from the date of contract.

The £3 million contract is between Brefcon International Ltd. and the National Iranian Oil Company, and is part of an international project for a 700 mile pipeline complex to carry natural gas from Iran's southern oilfields to the Russian border.

### WORK OF BRITISH STANDARDS INSTITUTION

*The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.*

*ECGD has guaranteed a £2½ million credit for the purchase of British capital equipment by two Spanish companies. Picture shows the financial agreement being signed in Madrid. From left to right: Senor Antonio de Torres Espinosa, Compania Espanola de Minas de Rio Tinto SA; David Eves, First Secretary (Commercial), British Embassy, Madrid; J. M. Macdonnell, Hill Samuel & Co. Limited; Senor Joachin do Rojas, Bufete Vega Penichet, Madrid; Senor Juan Eugenio Morera, Rio Tinto Patino SA.*

## BOLSA lends DM 20 million to Inter-American Development Bank

THE BANK of London and South America has announced arrangements to make a medium term loan of DM20 million to the Inter-American Development Bank. BOLSA undertook this operation in order to restore the eligibility of United Kingdom Suppliers for procurement from loans granted by the IADB. The bank states that it is the first time that the IADB have taken a loan in the Eurocurrency market from a single commercial bank, and it is hoped that United Kingdom exports to Latin America will profit thereby.

## EFTA Consultative Committee meets today

THE EFTA Consultative Committee is holding its half yearly meeting in Geneva today (April 18). The chairman will be Mr. Paul Nyboe-Andersen, who is the current chairman of the EFTA Ministerial Council and Danish Minister of Economic and European Integration Affairs. For the United Kingdom Sir Lincoln Steel and Mr. C. L. S. Cope of the CBI, Mr. S. Greene of the NUR, and Mr. D. Lea of the TUC, will join representatives of industry, commerce and the Trade Unions of the other seven EFTA countries.

The committee is expected to discuss European integration, a report by the Secretary-General on current EFTA activities and the work of the EFTA Economic Committe. As usual the meeting is being held a few weeks in advance of the next EFTA Ministerial Council (which will be held in Geneva in May) so that the chairman can report to other Minister on the committee's view.

This will be the first major meeting to be held in EFTA's new headquarters building in Geneva which the Secretariat has occupied only since the beginning of April.

## 'EFTA Bulletin' for April

EFTA'S TRADE in 1968 is the subject of a fully detailed and illustrated article in the new issue of *EFTA Bulletin*, together with a feature examining the relationship between EFTA countries' prosperity and the growth in their imports. The latter is based on

material contained in the new edition of *EFTA Trade* to be published shortly.

Other articles look at Norway in the context of EFTA and summarize the main points in the plan for increased economic co-operation between the four Nordic countries, while 'Free Opinion's' contributor is Mr. C. L. S. Cope of the CBI who suggests that the full potential of EFTA has not yet been exploited, and indicates ways in which this might be achieved.

Copies of the April issue of *EFTA Bulletin* are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479 and 2480).

## Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) English China Clays Ltd. and Goonvean China Clay and Stone Co. Ltd.
(2) Delta Metal Co. Ltd., and Manganese Bronze Ltd. (Wrought Metals Division).
(3) Reyrolle-Parsons Ltd. and Bruce Peebles Industries Ltd.
(4) The Scottish Mortgage and Trust Co. Ltd., The Second Scottish Mortgage and Trust Co. Ltd., and The Scottish Capital Investment Co. Ltd.

## Moneylenders' Acts 1900-1927

THE FOLLOWING CHANGES have taken place during the six months from October 1, 1968 to March 31, 1969 in the list of companies which hold orders of exemption, issued under Section 6(e) of the Moneylenders' Act, 1900:

**Additions:**

B. P. I. Securities Ltd.
Bishopsgate Property & General Investments Ltd.
C. D. F. C. (Ceylon) Ltd.
Charterhouse Japhet Securities Ltd.
Close Bros. Ltd.
Dorset Mortgage Loans Ltd.
Equitable Mortgages Ltd.
Faircliffe Finance Ltd. (The)
Henderson Administration Ltd.
The Jubilee Money Society Ltd.
Kingston Land Co. Ltd.
M. I. T. Securities Ltd.
Pan American Employees Mutual Association Ltd.
R. E. A. Real Property Investments Ltd.
Small Industries Council for Rural Areas of Scotland
Syndicate Credits (Buckinghamshire) Ltd.
Syndicate Credits (North Riding) Ltd.
Syndicate Credits (Shropshire) Ltd.
Whitehall Securities Ltd.
Wharton Street Credit Services Ltd.

**Deletions:**

Afforestation Finance Ltd.
Allenjay Finance Co. Ltd.
Atchison Investments Ltd.
G. E. C. Investments Ltd.
Inworth Finance & Mortgage Co. Ltd.
Knightsbridge Mortgage Co. Ltd.
Knightwood Properties Ltd.
Leas Investment & Finance Co. Ltd.
McLagan Investments Ltd.
Onward Facilities Ltd.
Policy Purchase & Investment Co. Ltd.
Syndicate Credits (Kent) Ltd.
Syndicate Credits (Norfolk) Ltd.
Syndicate Credits (Worcester) Ltd.

The following persons have been added during the six months from October 1, 1968 to March 31, 1969 to the list of persons who hold certificates under S.123 of the Companies Act, 1967, to the effect that they have satisfied the Board of Trade that they can properly be treated for the purpose of the Moneylenders' Acts, 1900 to 1927, as being persons *bona fide* carrying on the business of banking:

Audley Holdings Ltd.
Bank of Scotland Finance Co. Ltd.
Glyn Mills Finance Co.
Jacobs Kroll & Co. Ltd.
Julius Baer International Ltd.
St. Margarets Finance Ltd.
Trade and Deposit Bank Ltd.

## The Patents (Amendment) Rules 1969

THE PATENTS (AMENDMENT) Rules 1969, which were published on April 14, 1969, increase the amounts payable in respect of certain renewal and other patent fees due on or after June 21, 1969, but exclude application fees. Renewal fees paid in respect of patents which expire after June 20, 1969, are increased as from April 15, 1969.

Copies of the new Rules (SI 1969/482) may be obtained from the Patent Office Sale Branch, Block C, Station Square House, St. Mary Cray, Orpington, Kent, from the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 3d., or by post from HMSO, PO Box 569, London, S.E.1, price 1s. 7d.

## The Designs (Amendment) Rules 1969

THE DESIGNS (AMENDMENT) Rules 1969, which were published on April 14, 1969, increase the fees due, on or after June 21, 1969, in respect of applications (excluding those in respect of lace articles), renewals of design registrations and other designs matters. The fees for applying to register textile designs (excluding checks or stripes) are also increased to bring them into line with other design registration fees. Renewal fees paid in respect of design registrations which expire after June 20, 1969, are increased as from April 15, 1969.

Copies of the new Rules (SI 1969/481) may be obtained from the Patent Office Sale Branch, Block C, Station Square House, St. Mary Cray, Orpington, Kent, from the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO, 49 High Holborn, London, W.C.1, and branches, price 9d., or by post from HMSO, PO Box 569, London, S.E.1, price 1s. 1d.

## The Trade Marks (Amendment) Rules 1969

THE TRADE MARKS (AMENDMENT) Rules 1969, which were published on April 16, 1969, increase the fees due on and after June 21, 1969 in respect of applications, registrations, renewals and other trade mark matters. Renewal fees paid in respect of trade mark registrations which expire after June 20, 1969, are increased as from April 21, 1969.

Copies of the new Rules (SI 1969/522) may be obtained from the Patent Office Sales Branch, Block C, Station Square House, St. Mary Cray, Orpington, Kent, from the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 9d., or by post from HMSO, PO Box 569, London, S.E.1, price 2s. 1d.

## Wholesale valuation for purchase tax purposes

HM CUSTOMS AND EXCISE have announced that Public Notice No. 79 which concerns the determination of wholesale value for purchase tax purposes has been revised and a copy will be issued to every trader registered for purchase tax.

The notice contains some new material and the limit above which official approval is required before extra delivery charges can be ignored for tax purposes has been increased to £1.

In addition a new Public Notice (No. 79A) has been prepared and is now available. This notice concerns the valuation for purchase tax purposes of imported goods on which tax is payable at the time of their entry for home use. Copies may be obtained from Customs and Excise offices.

## Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 9, 1969.

| Tariff heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.35 | *N*-tertButylbenzothiazole-2-sulphenamide. | *N*-tertbutyl-benzothiazole-2-sulphenamide. | December 31, 1969 | 13281 |
| | 2-(Methoxycarbonylhydrazonomethyl) quinoxaline 1, 4-dioxide. | Methyl - 2 - quinoxalinylmethylene carbazate-1, 4 dioxide. | December 31, 1969 | 13273 |

## Notice to importers — imports of butter oil and substances containing butter fat

THE BOARD OF TRADE issued the following Notice to Importers No. 1249, Imports of butter oil and substances containing butter fat on April 16.

1. As already announced, the quota for imports of 'near butters' and substances containing 50 per cent or more by weight of butter fat (other than ghee, cheese, cream) will be 9,000 tons for the 12 months April 1, 1969-March 31, 1970.

2. Applications will be considered from manufacturers who require these imported substances for approved manufacturing uses for example, the production of biscuits, confectionery, ice cream. Imports for blending or other process involving incorporation with natural butter or substitution for natural butter will not be allowed. With the exception referred to in paragraphs 6 and 7 below, applications for imports for incorporation in goods for re-export can be considered only within the quota arrangements.

3. Allocations will be made to manufacturers only, who will be required to give an undertaking that goods imported under licence will be used only for their own manufacturing processes. If a manufacturer nominates an agent to act as his importer and receive licences on his behalf, the agent will be required to give an undertaking that goods will only be imported for, and delivered to, the manufacturer to whom the allocation has been made.

4. Applicants who qualify will be informed of the amount of their allocation, which will be reserved for them. No assurance can be given that it will be possible to meet all requirements in full and importers are advised not to enter into firm commitments before they have received notification from the Board of Trade.

5. Import licences will be issued against allocations on production by applicants of evidence of contract or firm offer to supply. Any balance of allocations not taken up by October 31, 1969 will lapse and will become available for re-distribution. Licences issued will only be valid for imports made up to March 31, 1970.

6. Applications on form ILB/A should be made to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, to arrive not later than May 7, 1969. Pages 1 and 2 of the application form should be completed; on page 3 and copies, only the applicant's name and address and reference number (if any) should be shown. All applications must be accompanied by a return showing the applicant's use of butter oil and substances containing butter fat in the 12 months April 1968-March 1969 and estimated requirements for imports of these substances in the 12 months April 1969-March 1970, with a signed undertaking in regard to the usage of goods which may be imported under licence, in the form set out in the Annex to this Notice.

**Imports for re-export after processing**

7. Applications will continue to be considered for imports outside the quota for processing where it can be shown to the Board's satisfaction that the applicant has a contract with an overseas concern in question.

8. Applicants will be required to produce documentary evidence demonstrating that they are entering into a contractual obligation which requires all imports to be processed and all the processed products to be re-exported to the person or persons abroad from whom the imports were obtained. Applicants must also satisfy the Board of Trade that the grant of a licence will enable them to undertake export business additional to that which they could otherwise have undertaken. The grant of a licence will be conditional on the applicant giving an undertaking as to re-exports and undertaking to make returns of usage.

**Note for importers and clearing agents**

It should be noted that for Customs purposes, the Commissioners of Customs and Excise have made a direction under Section 28 of the Customs and Excise Act, 1952, requiring importers to declare, on the Customs entry for goods entered under the following tariff headings:

15.13
18.06(A)
18.06(C)(2)
21.07(A)
21.07(B)
21.07(C)
21.07(H)

whether the butter fat content of goods so entered is less than 50 per cent by weight or 50 per cent or more by weight.

### Notice to Importers No. 1249 – Annex. BUTTER OIL QUOTA – APRIL 1, 1969-MARCH 31, 1970

*Form of return*

The total quantity of butter oil and substances containing butter fat used by me/us in the manufacture of.....in the 12 months April 1, 1968-March 31, 1969 was .....tons

My/our estimated requirements of imported butter oil and substances containing butter fat for use in the manufacture of.....in the 12 months April 1, 1969 to March 31, 1970 is .....tons

Please state name(s) of product(s) giving separate figures for each product.

*Undertaking*

I/We undertake that all material imported against licences issued to me/us or to agents on my/our behalf under the provisions of Notice to Importers No. 1249 will be used only for manufacturing processes within my/our own business and will not be disposed of to any other concern without the prior consent of the Board of Trade.

*Name and address of manufacturer:* Signature.....
..... Status .....

(Owner, partner, company director or secretary)

.....
..... Date.....

## *London Chamber trade mission leaves for Spain*

BRITISH EXPORT prospects in Spain are to be investigated by a London Chamber of Commerce trade mission which left London on April 14, for a two week tour of Spain. The 13-man mission, led by Mr. William O'Hara, chairman of the Iberian Section of the Chamber, is the sixth the London Chamber has sent to Spain since 1965.

The plans for the mission have been in close collaboration with the Spanish Chambers of Industry and Commerce and the British Embassy in Madrid. For the first time a British mission will not only be visiting the major cities of Madrid, Barcelona and Bilbao but some of the provincial centres includes Valencia, Saville, Toledo, Cadiz, Saragossa and La Coruna.

The mission will concentrate on sales of British agricultural equipment and services including livestock, packaging, food processing plant, refrigeration plant and timber. Other members of the mission represent civil engineering, marine equipment and management consultantcy.

Mr. O'Hara will be going on to Lisbon for talks with Portugese Chambers of Commerce about the possibility of a London Chamber mission to Portugal in the Autumn. Other members of the mission will be going on to the Canary Isles to follow up openings found by the recent Chamber trade mission which visited there in March.

## *BNEC men from Las Palmas*

A GROUP OF businessmen from Las Palmas arrive in this country on May 11 for a 10 day buying mission sponsored by BNEC Africa. The buyers, nine senior members of the Las Palmas Chamber of Commerce, are coming to Britain to buy clothing, household textiles, domestic electrical equipment, fancy goods, toys and food, and hotel equipment of all types.

Last year British exports to the Canary Islands totalled £16.7 million compared with £12.4 million in 1967.

The final programme is now in the process of completion and any British manufacturer interested in meeting this group should contact British National Export Council Africa as soon as possible at 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

## *Results of Scottish Council group visit to United States*

THE IMMEDIATE OUTCOME of the three-week tour of the United States organized by the Scottish Council (Development and Industry) on behalf of 15 Scottish engineering companies will be business worth an estimated £250,000 – with prospects of much more to follow. This was stated in Edinburgh on April 14, by Mr. James Reid, head of the development division of the Scottish Council (Development and Industry) who accompanied the industrialists on the tour, which was concentrated on the centres of the aerospace, electronics, and motor and machine tool industries.

During the visit, the Scots met senior representatives of many of the leading United States manufacturers, in particular users of special purpose plant, machine tools, and components, and discussed buying requirements with them. In some cases, orders were received on the spot; in others, firms were asked to provide quotes.

'Although a great deal of intensive follow-up work will have to be done to make a significant breakthrough into the market', Mr. Reid said, 'we are confident that within the immediate future, orders to the value of at least £250,000 will be secured as a result of the visit.'

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**'USING EFTA.'** *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2479/2480).

*Members of the Manchester Chamber of Commerce recent trade mission to the Caribbean on their return at Manchester Airport. Only half of the* 12*-man mission flew home as scheduled after a four-week selling tour – the rest stayed behind to do more business. Mr. William Drummond Brown, secretary of the West Indies section of the Chamber, said that the tour had been 'very successful'.*

## *Birmingham Chamber's mission to Venezuela*

A SELLING GROUP of 12 businessmen sponsored by Birmingham Chamber of Commerce and Industry left for Venezuela on April 11 to carry out an intensive marketing plan. Members of the Group include manufacturers of products for the chemical and petrochemical industries, metal forming machinery, agricultural tractor and implement replacement parts, office accessories, domestic and builders' hardware, fluid handling equipment, household wares and several other types of capital and consumer goods.

Much of the Group's time will be spent in Caracas but several members will be visiting Maracaibo, centre of the country's petrochemical industry. Other members hope to spend some time in Valencia and some of the main towns on the Orinoco river in Eastern Venezuela. When the group disbands on April 19, individual members expect to extend their overseas tour by visiting other Latin and Central American markets before returning to the United Kingdom.

This is the third overseas project to be sponsored by Birmingham Chamber of Commerce and Industry so far this year and about another dozen will have taken place by the end of 1969.

## *Engineering trade mission to Australia*

TWENTY ENGINEERING firms, comprising Engtrade 9 outward trade mission to Australia, left London Airport on April 11. The mission, under the auspices of the British National Export Council, will be away three weeks, selling a variety of engineering products, including marine and navigational aids, specialized aircraft and electronic equipment.

The next trade mission to be organized by the Engineering Industries Association will leave for South Africa on September 13. This mission is a follow-up to the very successful South African mission in May 1968. Any interested firms should contact T. R. Wade, Export Secretary, The Engineering Industries Association, 3 to 7 Portman Square, London, W.1.

## *East Anglian mission to Sweden*

A MISSION to Sweden sponsored by the East Anglian Exporters' Club with the partial aim of exploiting the success of British Week, Stockholm, returns to Britain today (April 18). Led by the club chairman, Mr. M. D. Phillips, and accompanied by Mr. C. A. Preece of the Eastern Regional Office, Board of Trade, the mission members have been busily engaged in exploring the market, establishing new contacts, appointing agents (and, in some cases, revisiting existing agents), to further the sales of such diverse products as aquariums, display equipment, sports clothing, fishing rods, ready-made curtains, textile fabrics, industrial valves and photographic film-base.

## 'Incredible' success of giftware mission to Japan

ORDERS to the value of some £150,000 are expected as a result of the giftware industry's recent 17-man mission to Japan.

Mr. Elkan Simons, chairman of the Export Council for the Gifts Industry, found the mission's success 'quite incredible'. With £30,000 of immediate orders confirmed and prospects of more to follow, the mission had made a big dent in the market. Mr. Simons added: 'On our first day of showing in our hotel we were visited by 135 buyers representing 95 stores. The Embassy in Tokyo regarded our visit as one of the most successful missions they had had'.

Examples of individual successes included Columbia Products of the Isle of Wight selling bathroom accessories; Max Davies, which expects 'fantastic business' from uncut semi-precious stones; and Mr. Derek Hudson from Sheffield who did excellent business selling hand-made candles and sticks.

The joint leader of the mission, Mr. Charles Argue of Corocraft, thought the potential in Japan so great that he was anxious for another mission.

## Furniture manufacturers' annual report

THE PARTS played in promoting the record exports of furniture in 1968 by the British Furniture Manufacturers' Export Club Ltd., and BFM Exhibitions Ltd., are described in the Annual Report of the BFM Council, now published by the British Furniture Manufacturers' Federated Associations. The main activities of the Export Club, in addition to its export advisory services, were the organization in March last year, in co-operation with BNEC, of an inward mission of Swedish retail buyers, followed by two outward missions to Libya and the Gulf States and co-operation in the organization of a British month in a West Berlin store.

## Export factoring facilities for Australia

WALTER E. HELLER AND COMPANY, the American international commercial finance and factoring organization, has aquired 44 per cent of the stock of Talcott Factors Limited (no connection with the American factoring firm of the same name), which has its headquarters in Sydney and branch offices in Melbourne and Brisbane. The name of the company has been changed to Walter E. Heller (Australia) Ltd.

H. & H. Factors, Ltd., who are Heller's British subsidiary in which Hambros Bank has a substantial share interest, report that export factoring facilities will now be available to British exporters to Australia.

## ABCC merchanting trends inquiry

THE TWENTY-FIRST Merchanting Trends inquiry by the Association of British Chambers of Commerce into the experience and expectations of United Kingdom merchants engaged in foreign trade, show some further decline in confidence about the general business situation since the last inquiry was conducted four months ago, but there is very little change in the outlook for exports; the number expressing greater optimism exceeds the number taking a more pessimistic view by a slight margin. Import merchants predict a lower rate of orders, a reduced flow of import arrivals and a decrease in the level of outstanding orders. In so far therefore as this small sample of importers is a guide to national trends there are indications that recent Government measures are having a continuing effect upon the level of imports.

## New edition of DEA wall newspaper

A NEW ISSUE of the wall newspaper *Upswing* prepared by the Department of Economic Affairs and the Central Office of Information has been published. This wall newspaper is designed to improve communication with people working in factories and offices and to explain the background to economic policies and action. The main subject in this issue is the Government's new planning document 'The Task Ahead – an Economic Assessment to 1972'.

*Upswing* is supplied on request, free of charge from the Central Office of Information. Further issues will be published from time to time.

## Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified:

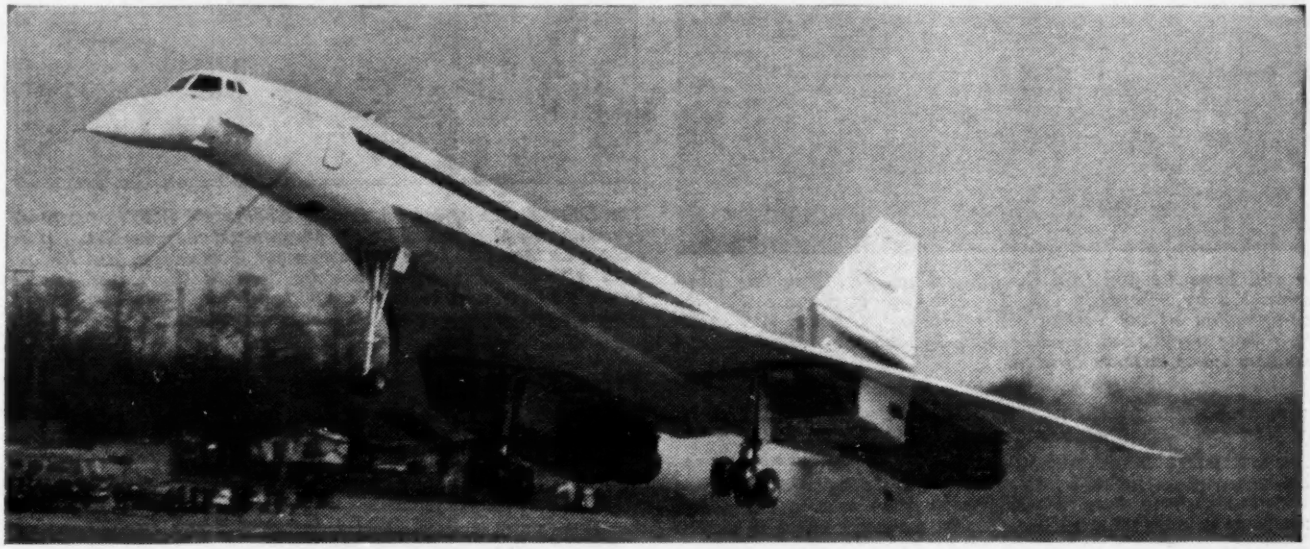
| NUMBER | GRANTEE | SUBJECT-MATTER |
|---|---|---|
| | March 5, 1969 | |
| 859,356 | United States Atomic Energy Commission | High temperature high power heterogeneous nuclear reactor. |
| 862,464 | United States Atomic Energy Commission | Compartmented nuclear reactor fuel element. |
| 995,243 | C.I.C. Engineering Limited | Improvements relating to injection moulding machines. |
| 995,509 | Arthur Eugene Chambers | Method and apparatus for assembling and fastening lamination. |
| 1,003,886 | SendlingerOptischeGlaswerkeG.m.b.H. | Optical system. |
| 1,004,153 | Giovanni Fusani | A high resistivity alloy. |
| 1,058,373 | Officine Viberti Torino S.p.A. | Vehicle. |
| 1,079,652 | Henry Hickman Harris | Method for metal casting. |
| | March 10, 1969 | |
| 893,061 | Commissariat A. L. Energie Atomique | Improvements in or relating to sintered uranium dioxide. |
| 898,327 | The Trane Company | High side pressure control for refrigerating systems. |
| 900,477 | The Trane Company | Hermetically sealed compressors. |
| 904,178 | The Trane Company | Absorption refrigerating system. |
| 915,414 | The Trane Company | Serpentined heat exchanger. |
| 919,410 | The Trane Company | Hermetic reciprocating compressor. |
| 939,587 | The Trane Company | Compressor unloading means. |
| 947,896 | Lepetit S.p.A. | New penicillins. |
| 975,787 | The Trane Company | Absorption refrigerating system. |
| 988,100 | Glove-Union, Inc. | Electrical circuits. |
| 1,001,431 | Commissariat A. L. Energie Atomique and Saint-Gobain Nucleaire | Dissolution of uranium. |
| 1,007,088 | Commissariat A.L. Energie Atomique. | Apparatus for withdrawing successive samples of a circulating liquid having a constant flow rate in piping. |
| 1,008,804 | Commissariat A.L. Energie Atomique. | Improvements in the casing of nuclear fuel elements. |
| 1,021,953 | Commissariat A.L. Energie Atomique. | Syphons for radio-active liquids. |
| 1,057,938 | Agfa Aktiengesellschaft | Producing sensitized silver halide emulsions. |
| 1,107,397 | Glaverbel | Process and means for obtaining a transparent layer of metal oxide on a glass surface. |
| | March 11, 1969 | |
| 1,031,982 | Standard Telephones & Cables Ltd | Apparatus for computing time averages of functions. |
| 1,043,230 | Gebruder Givlini G.m.b.H. | Purification of sodium aluminate solutions. |
| 1,046,548 | Standard Telephones & Cables Ltd. | Intelligence storage equipment. |
| | March 12, 1969 | |
| 815,188 | Lepetit S.p.A. | Thiadiazole. |
| 920,148 | The Trane Company | Absorption refrigeration system. |
| 978,368 | Standard Telephones & Cables Ltd. | Line resistance compensator. |
| 978,369 | Standard Telephones & Cables Ltd. | Discriminator and pulse forming circuit. |
| 978,370 | Standard Telephones & Cables Ltd. | Electronic switching telephone system. |
| 992,584 | Jozsef Kerti | Electrolytic recovery of metals from aqeous sulphate solutions. |
| 1,004,711 | Etablissements Davey Bickford Smith & Cie | Improvements in mine and quarry blasting. |
| 1,008,966 | Commissariat A.L. Energie Atomique | Neutron detectors. |
| 1,030,710 | Standard Telephones & Cables Ltd. | Automatic telecommunication exchange. |
| 1,031,766 | Standard Telephones & Cables Ltd. | Vacuum pump. |
| 1,045,721 | Standard Telephones & Cables Ltd. | Ion transport pump. |
| 1,052,375 | Standard Telephones & Cables Ltd. | Apparatus for computing statistical averages. |
| 1,066,609 | Holley Carburetor Company | Gas turbine engine fuel control. |
| | March 21, 1969 | |
| 839,693 | Standard Telephones & Cables Ltd. | Delay lines. |
| 870,599 | Standard Telephones & Cables Ltd. | Semi-conductor crystal rectifiers and methods of manufacture thereof. |
| 889,983 | Standard Telephones & Cables Ltd. | Insulated electric conductors. |
| 900,824 | Standard Telephones & Cables Ltd. | Carrier current vestigial sideband television receiving system. |
| 950,736 | Standard Telephones & Cables Ltd. | Thermionic valves. |
| 952,804 | Standard Telephones & Cables Ltd. | An electrical translator with an error-correcting circuit. |
| 964,247 | Standard Telephones & Cables Ltd. | Improvements to the wiring of the contacts in crossbar switches. |
| 1,017,008 | Standard Telephones & Cables Ltd. | Self-correcting coding circuit and circuit arrangement for decoding binary information. |
| 1,031,195 | Standard Telephones & Cables Ltd | Compatible single sideband transmission system. |
| 1,031,890 | Standard Telephones & Cables Ltd. | Crystal rectifiers and mountings thereof. |
| 1,055,706 | Elin-Union Aktiengesellschaft fur elektrische Industrie | Reversible current converter arrangement. |
| 1,086,274 | Standard Telephones & Cables Ltd. | Self-correcting circuit arrangement for the decoding of binary-coded information. |
| 1,103,883 | Elin-Union Aktiengesellschaft fur elektrische Industrie. | Static rectifier circuits for several alternating-current sources independent from each other with impressed current. |
| | March 26, 1969 | |
| 905,384 | Standard Telephones & Cables Ltd. | Ferroelectric storage device. |
| 1,044,210 | Standard Telephones & Cables Ltd. | Tubes and method of tube manufacture. |

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
*Comptroller.*

The Patent Office,
London.

# Aviation and Shipping



*Concorde 002, the British-built prototype of the Anglo-French supersonic airliner, made a successful 21-minute maiden flight on April 9, from the British Aircraft Corporation airfield at Filton, near Bristol, to the RAF station at Fairford, Gloucestershire. After the flight, test pilot Brian Trubshaw said: 'It was wizard. The aircraft was completely serviceable throughout. There were no troubles.'*

## *Ministers' congratulatory telegrams on Concorde 002 first flight*

M. JEAN CHAMANT, French Minister of Transport, and Mr. Anthony Wedgwood Benn, Minister of Technology, sent joint telegrams of congratulation following Concorde 002's successful first flight on April 9.

They were sent to:

(a) Sir George Edwards, chairman and managing director, British Aircraft Corporation; Mr. H. G. Conway, managing director Bristol Engine Division of Rolls-Royce; Monsieur H. Ziegler, president directeur General Sud Aviation and Monsieur J. E. Lamy, president SNECMA.

(b) Mr. Brian Trubshaw, the test pilot.

The texts were as follows:

(a) Please convey our warmest congratulations and thanks to all those whose devoted work over the years has now been rewarded by the achievement of this further important milestone in Concorde's progress.

(b) We send our special congratulations and thanks to you and your crew on this happy occasion, and our best wishes for the exacting and important tasks of flight-testing that lie ahead.

## *White Paper on British European Airways*

THE White Paper, 'British European Airways' Reply to the Select Committee on Nationalized Industries' was published on April 16. The Paper, which consists of observations by the President of the Board of Trade and by British European Airways on the Second Report from the Select Committee on Nationalized Industries, is published as Cmnd. 4000 by HMSO, price 2s. 0d. net.

## *Future of European air-bus project*

THE FOLLOWING COMMUNIQUE was issued on April 10 after a meeting between the Ministers of the three countries considering the A-300B European 250-seat short-haul air-bus project.

'Mr. Wedgwood Benn, the British Minister of Technology, M. Jean Chamant, French Minister of Transport, and Herr von Dohnanyi, Secretary of State at the Federal German Ministry of Economics, met today in London to review the position reached on the large capacity medium-range A-300B aircraft.

'M. Chamant and Herr von Dohnanyi urged rapid progress with the project to prevent competitive disadvantages.

'Mr. Benn stated that the British Government, which is evaluating alternative projects, was not yet satisfied with all aspects of the A-300B; in particular with the market and economic prospects, development costs and recovery, and the lack of a firm commitment to a European engine. The French and German Ministers stated that they themselves were satisfied with the general outline of the present proposals for the A-300B.

'In order not to hamper the industrial development M. Chamant and Herr von Dohnanyi, according to their Cabinet decisions, stated that for the time being they will approach the project on a bilateral basis. In this context they will decide amongst themselves all questions which have to be solved in order to assure a rapid completion of the project they have decided on.

'The French and German Governments will keep the United Kingdom Government fully informed about all aspects of the project; and the British Government will similarly keep in the closest contact with them.

'M. Chamant and Herr von Dohnanyi expressed the hope that the United Kingdom Government will be able to reach an early decision over its partnership in the project.

'More generally, the three Ministers expressed the conviction that a successful tripartite partnership would greatly strengthen the prospects for the European aircraft industry'.

AVIATION AND SHIPPING, *continued*

*A still from the film 'Aid for the Asking'. The 20-minute film – sponsored by Schermuly Ltd., Dorking – has been made with the co-operation of the various sea rescue organizations and shows how these services can be called upon by both the professional and amateur sailor in times of need.*

## *Working party on maritime development*

SIR WILLIAM LITHGOW, deputy chairman of Scott Lithgow Ltd., has accepted an invitation by the Scottish Council (Development and Industry) to form a working party to examine long-term maritime developments which could have a major effect on central Scotland.

The working party will be concerned with the factors which could influence the development of Scotland over the next 30 years. In particular, the working party will consider the various plans and reports which have been produced on the subject of maritime development.

## *Accident to British United Airways aircraft at Milan in January*

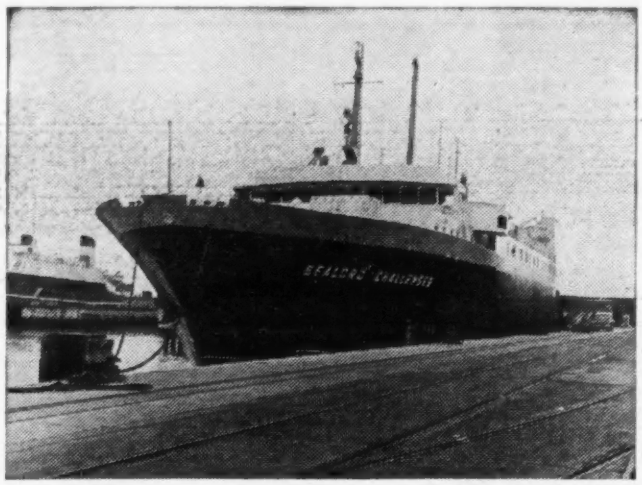
THE CHIEF INSPECTOR of Accidents of the Board of Trade, who has been working with the Italian Commission investigating the accident to the British United Airways BAC 1-11 G-ASJJ at Milan on January 14, 1969 is able to announce that there has been some progress in the investigation.

It is now known that following an engine failure almost immediately after lift-off there was some loss of thrust and it is likely that there was a misidentification of the failed engine so that the remaining serviceable engine was throttled back in error.

There were no defects in the aircraft's flying controls and various systems and there is no reason to believe that the operation of the aircraft was at variance with the United Kingdom legal requirements. The crew were fully qualified and experienced pilots working within the crew duty requirements stipulated in the Air Navigation Order. The reasons for the loss of thrust are not yet fully understood but this aspect is now being examined in detail by Rolls-Royce. The apparent failure of the crew to comply with the company drills and cockpit procedures relevant to the situation is being investigated further in collaboration with the Accidents Investigation Branch.

## *Mercantile Marine Offices: transfer of functions*

FROM MAY 1, 1969 the Board of Trade Mercantile Marine Office at Cornhill, Liverpool, will take over from HM Customs and Excise the responsibility for mercantile marine office work now undertaken by that department at its offices at Runcorn and Ellesmere Port,



*The Elder Dempster-owned 'Sealord Challenger' (1,200 gross tons), is managed and operated by the Mountwood Shipping Co., before sailing on April 2, from Felixstowe for Copenhagen and Malmo with a full load of export vehicles. 'Sealord Challenger' is able to carry 300 vehicles of British manufacture, including cars, lorries, caravans and trailers to the Scandinavian markets.*

*The Hull-based trawler Falstaff, one of the fleet belonging to Hellyer Brothers Limited, was recently fitted with heater panels produced by Dunlop's Aviation Division at Coventry. The Falstaff is currently fishing in northern Norwegian waters where the de-icing and anti-icing properties of the panels are to be carefully evaluated under severe operating conditions. This latest experiment, in which four electrically heated, aluminium faced panels, were affixed to the vertical surface of the wheel house, follows tests currently being carried out on the trawler Orsino. The Orsino, which is acting as a weather ship to the fleet fishing near Iceland, has Dunlop heater panels fitted to one of the surfaces of the stern gantry and also to a mast.*

**INDEX INQUIRIES**

***Inquiries about the detailed contents of the JOURNAL (dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (01-222 7877, Ext. 3038) who compile the half-yearly index to the JOURNAL.***

# AIR CANADA PRESENTS A MOVING LITTLE TALE FROM HONDA, ENTITLED:

## "The fluctuating spare parts syndrome."

Or, how to get an overhead camshaft from Tokyo to Nottingham before Buttercup Smith bursts into tears.

**The story so far:**

Honda, the large Japanese car and motorcycle manufacturer, is so successful at home that it has to expand. It bursts on to the UK market.

Clearly, a large-scale export operation requires a highly efficient spare-parts supply system. So resourceful Honda sets up in advance a large spare-parts stock centre in Nottingham.

Of course, demands are unpredictable, stock supplies fluctuate. So, as soon as any line reaches a minimum stock level, Honda instantly orders fresh supplies from Japan.

Speed is vital, but air freight all the way is unprofitable. That means sea-air transport. Most sea-air services' costs are high, and take too long to deliver.

*How can Honda move spare parts from Japan to London more efficiently?*

There's only one way. Now read on:

**Air Canada to the rescue!**

In 1967 a friendly source tells Honda about Air Canada's sea-air freight. The cheapest way to get goods from Japan to London in a hurry is by fast boat to Vancouver, and then by an Air Canada DC8 jet straight to London. That way Honda knows to the hour when to expect delivery. Air Canada sea-air freight is faster than surface transport, cheaper than air. And faster than all other sea-air freight carriers. Just 15 days from Japan to England.

Honda spare parts are carried on ship in Air Canada's own sealed sea-vans, and in palletised packages in the air. No pilfering, no damage. That means lower insurance rates. First saving.

Air Canada transports the goods from Vancouver dock to Vancouver airport. No wharfage or cartage charges. No damage. Second saving.

Air Canada's freight rates on the Yokohama-London run are the cheapest available. That also means less duty and purchase tax. Third saving, fourth saving, fifth saving.

All in all, Honda started to save about £2 per hundred pounds weight of freight.

But Honda saw other advantages, apart from money savings. Time savings. Vancouver is two days' less sailing time from Japan than any major American port. In fact, it is the first port of call in North America. So Air Canada freight is loaded last, unloaded first (less handling), and gets airborne two days sooner than any other Orient-Europe sea-air freight cargo.

**Conclusions:**

Now Honda use Air Canada sea-air freight for most stock replacements. And Buttercup's eyes are quite dry.

If this story has moved you, don't delay. See your cargo agent now to find out more about the *fastest* way to move stock from the Orient to Europe. Or ring Air Canada. Then you, too, can live happily ever after.

AIR CANADA

20 Grosvenor Hill, London, W1. 01-759 4751 • St. Andrew House, 50 Souchiehall Street, Glasgow, C.2. Prestwick 79822 • Manchester: 236 6882/3 • Birmingham: Central 4515/6 • Leeds 29628

Sir Geoffrey Eley reports

**Another record year with Group profits up by 17%, and earnings per share up from 21% to 25%. This improvement came predominantly from growth in existing companies.**

**Gross capital expenditure of more than £10m. on expansion of Tilling companies. Acquisitions, which include two public companies in 1969, totalling £5½m.**

**Good immediate and long term prospects for the Group.**

| Highlights from the Results | 1968 | 1967 |
|---|---|---|
| | £ | £ |
| Group Sales | 161,142,000 | 141,458,000 |
| Group Profit before Interest and Tax | 11,091,000 | 9,438,000 |
| Group Profit before Tax | 9,261,000 | 7,901,000 |
| Group Profit after Tax | 5,647,000 | 4,745,000 |
| Earnings per Share | 25% | 21% |
| Ordinary Dividends | 16½% | 16% |

| Industrial Groupings | Contribution to Group Profits | |
|---|---|---|
| | £ | % |
| Building Materials | 2,250,000 | 20 |
| Engineering | 876,000 | 8 |
| Glassware | 2,041,000 | 18 |
| Insurance | 1,287,000 | 12 |
| Textiles | 1,078,000 | 10 |
| Vehicle Distribution | 1,274,000 | 11 |
| Wholesaling and Merchanting | 1,976,000 | 18 |
| Other Interests | 661,000 | 6 |
| Head Office Expenses | (352,000) | (3) |
| | 11,091,000 | 100 |

*If you would like a copy of the full Review, Report and Accounts for 1968 please write to: The Secretary, Thomas Tilling Limited, 34 Crewe House, Curzon Street, London, W1Y 8AX.*

# The Tilling Group

# New Books

South Africa is now Britain's third largest market and its importance to British exporters is emphasised in the reports of two recent trade missions. In **Report on the Trade Mission to South Africa, September/October 1968** (7 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 5s.) the rapid economic expansion of this country is discussed. The industrial development of South Africa, mainly in co-operation with British business, is reflected in changes in her pattern of trade. Fewer manufactured articles are needed but there is a greater requirement for capital equipment, machine tools, industrial equipment, construction and building materials and for marine equipment. Consumer goods too are always in demand. **Mission to South Africa.** (12 pages. Leicester and County Chamber of Commerce, 4 Horsefair Street, Leicester LE1 6EA. 5s.) is the report of a delegation which visited South Africa in August 1968. It includes some information on the economy, again stressing South Africa's position and importance as a market for British goods. Notes are also provided on tariff preference and there is a separate appendix on the South African import control. The knitting industry was naturally of considerable interest to the delegation, and the present position, current developments and continued expansion of this prosperous sector are described. Readers will also remember the report of a *Trade Mission to the Republic of South Africa 13th November – 4th December*, 1968 by the Slough and District Chamber of Commerce and Industry which was noted in the *Board of Trade Journal* for March 21, 1969, page 827.

**Containerisation Data Book 1969.** Compiled and edited by *Freight Management*. (216 pages. Kelly's Directories Ltd. £1 10s.) The note in the *Board of Trade Journal* for February 7, 1969, page 333, on three publications containing directory information on containers, mentioned that a fourth directory had been announced as forthcoming. This compilation has now been published. It opens with 15 articles on various aspects of containerization, e.g. customs, testing, economics, pooling, insurance and so on; and this part is complemented by a useful glossary of terms used in container operations. The second part contains directory information and consists of a series of separate buyers' guides. These are: (a) container manufacturers in Britain arranged alphabetically by manufacturer giving details of their containers by types, construction materials, and capacities; (b) container handling equipment, arranged alphabetically by manufacturer, with details of their products, mobility, capacity, and motive power; (c) container carriers by road from Britain to Europe, arranged alphabetically by carrier, indicating container types carried, length, weight, countries served and frequency; (d) container carriers by air from Britain, arranged alphabetically by airline, indicating size, weight, dimensions, destinations, frequency, and British airport used; (e) carriers by sea from Britain, arranged by destination within geographical groupings, indicating frequency, type of loading, container types and operators; (f) British Rail freightliner depots and terminals.

**Northern Region: An Outline Strategy of Development to 1981.** Northern Economic Planning Council. (27 pages. Available free from the Council, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TD.) In October 1966 the Northern Economic Planning Council published its first study of the region under the title *Challenge of the Changing North*. Since then, the discovery of North Sea gas, the further development of atomic energy, the Geddes Report on shipbuilding and the study of the steel industry currently being carried out by the British Steel Corporation have all pointed to a run-down in manpower in basic industries at a rate greater than could be foreseen in 1966. This new publication is intended to provide a basis for discussion in the region. As its industrial structure changes, efforts must be made to encourage the movement of new industrial activity into less favourably placed areas. Suggestions are put forward for the development of major and intermediate growth areas; and those where growth is unlikely to take place, but where a level of economic activity must be maintained with continuing Government assistance, are set out.

**Twenty Years of Nationalisation; the British Experience,** by R. Kelf-Cohen. (339 pages. Macmillan. £3 10s.) All the nationalized industries (with the exception of steel) have been functioning for 20 years – a sufficiently long period to make it worth while taking stock of the way in which they have been developing, and assessing their achievements. They do, moreover, play such a significant part in the national economy that a clear understanding of the problems they raise and the issues involved is highly desirable. Mr. Kelf-Cohen, who was a senior official in the Ministry of Fuel and Power from 1942 to 1955, has limited his book to the five great industries under public ownership – coal, transport (excluding civil aviation), electricity, gas and steel. In the first half of the book he provides a history of each of them from 1947 to 1968, outlining the main developments during this period. This is followed by six chapters which analyse these histories from different aspects. These deal with the relations between the nationalized industries and Parliament (including a study of the work of the House of Commons Select Committee on Nationalized Industries); their relations with the government departments responsible for their oversight; their financial and economic problems and achievements; the manning of the directing boards, and their relations with their staffs; the position of the industrial workers employed in the industries; and the relations between these industries and the consumers of their products. Two chapters trace the development of Labour Party policy on nationalization; and a final chapter looks at the place of the public corporation in Great Britain. The book has an extensive bibliography and a detailed index.

**Conglomerates.** (20 pages. Econtel Research Limited. 181 Queen Victoria Street, London EC4. 21s.) Conglomerates were until recently better known in Britain as industrial holding companies. This booklet begins by examining conglomerates in relation to the various kinds of 'industrial logic' and to the classification of companies as one-industry, several-industry and conglomerates. From this a definition of a 'pure' conglomerate as one with interests in six or more industries with no one part accounting for more than one third of the total is reached. The main part of the booklet then provides details of 20 industrial companies which can reasonably be regarded as pure conglomerates on the definition given. Collectively, their performance since 1954 in terms of growth of earnings per share is shown to be better than that of the 20 British giant industrial companies; it is suggested that this is because central management of a conglomerate can direct the funds of the company into those areas of investment that offer the best prospects. Information about individual companies is given first in four tables, showing the companies ranked by size, with profits as the measure; ranked by 'management' contribution to growth (this concept is explained in another Econtel publication, *British Management League Tables*, reviewed in the *Board of Trade Journal*, June 21, 1968, page 1857); ranked by market expectations for the ordinary shares of each company as at March 20, 1969; and trend earnings for 1968, 1970 and 1972. Finally for each company there is a summary of its principal activities; earnings for ordinary shares for each year from 1954; a summary of the earnings growth and earnings yield during the 1955-60 and 1960-65 cycles; and an investment comment. The booklet is published in Econtel's *British Industry Series*.

**The Computer and Business Unity,** by Robert Hitchcock and Edgar Wille. (229 pages. Edward Arnold. £2 10s.) The computer is becoming a fundamental tool in business management and its contribution to business is the principal theme of this book. The use of the computer in this role, rather than how the computer works, it taken to be the primary interest of the reader. This book contains case studies of computer systems which aid the effective functioning of an organization's work, and it provides the reader with an overall grasp of what happens when his company acquires a computer. *The Computer and Business Unity* is useful to management at every level, computer practitioners and students pursuing business and management courses.

**Profit Through Quality: Management Control of Q and R Activities,** by Sidney Weinberg. (169 pages. Gower Press. £2 15s.) Profits come up to expectations when a company produces the right product, on time, for the scheduled cost. Profits plunge when money and effort are wasted through non-compliance with specification, faulty machine performance or defective components. Quality and reliability is not a moral attitude but a system of management control for profit. This book shows the senior manager where and how to take action on quality and reliability. The author who is the chairman of the National Council for Quality and Reliability for 1969, describes in practical terms: how to analyse quality requirements and establish an effective Q and R policy in a company; how to manage day-to-day quality procedures and deal with the problems connected with standardization and specification; and key techniques for the control of product development.

## Other Publications

DECLINE AND FALL: BRITAIN'S EXPERIENCE IN THE SIXTIES. by Paul Einzig. 240 pages. MacMillan. £2 5s.

ELECTRICAL & ELECTRONIC TRADER YEAR BOOK 1969. 40th edition. 500 pages. Iliffe Technical Publications Ltd. £1 15s.; 22s. 6d. for subscribers to *Electrical & Electronic Trader*.

EMPLOYERS AND UNIONS IN BUILDING: STRUCTURE OF EMPLOYERS ORGANISATIONS IN THE BUILDING INDUSTRY AND OF TRADE UNIONS IN THE CONSTRUCTION INDUSTRY AS A WHOLE. EDC for Building. 14 pages. Available free from the National Economic Development Office. Millbank Tower, 21/41 Millbank, London SW1.

PACKAGING DIRECTORY. 19th edition. 421 pages. Tudor Press Ltd. 75 Carter Lane, London EC4. £4 4s.

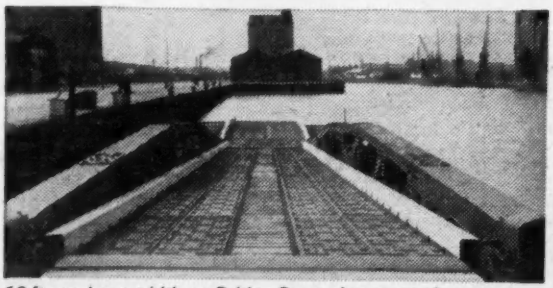
SEMICONDUCTORS FOR ENGINEERS. by D. F. Dunster. 280 pages. Business Books. £6.

TAXATION MANUAL, by Percy F. Hughes and J. M. Cooper. 11th edition. 712 pages. Taxation Publishing Co. Ltd. £3.

# For sale and immediate delivery

*This steel Bridge Span hinged to a steel Pontoon may be viewed at Pollock Basin, Belfast.*

# roll-on roll-off bridge span and pontoon



*10 ft. roadway width on Bridge Span gives easy clearance for any vehicle.*

This is an attractive proposition for Dock and Harbour authorities and companies in the private sector who require immediate delivery of a first class Bridge Span and Pontoon.

Built in 1955 and regularly maintained in excellent condition the equipment consists of a steel Bridge Span 80 ft. in length with a hinged connection to a steel Pontoon 70 ft. by 30 ft. by 5 ft. 9 ins., divided into 14 watertight compartments with easy access to each. Width of roadway on Bridge Span is 10 ft. opening up on Pontoon to 15 ft. at ship's connection. The Bridge is hinged at the quay edge and the Pontoon is secured to the quay by radial mooring arms and is designed to accommodate a tidal rise and fall of 14 ft. and for a S.W.L. of 30 tons. Approx. weights: Pontoon 70 tons, Bridge Span 30 tons.

Mr. G. A. Ashley will be pleased to supply any further details regarding price, etc. in reply to a letter, cable or telex to:

**ATLANTIC STEAM NAVIGATION CO. LTD., 25, Whitehall, London, S.W.1. Tel 01-930 2363. Telex 23482**

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1969 | Stores | Location of sale | Auctioneers |
|---|---|---|---|
| April 22-24 | Miscellaneous equipment and stores | Lido Ballroom, Winchester, Hants. | Richard Austin & Wyatt (Dept L), 79 High Street, Fareham. (Tel. 4211.) |

Cargo, fork lift and industrial trucks; Powers-Samas accounting machines; machine tools; miscellaneous vehicle spares; scrap tyres; lead acid batteries; hydraulic and screw jacks; 10-ton trolley jacks; charging sets; fire appliance spares; miscellaneous wireless and communications spares and cable; sewing machines; binoculars; prismatic and marching compasses; wrist and pocket watches; theodolites; cameras and photographic equipment; cycle, hurricane and high pressure lamps; scrap metal; scrap webbing, hessian and canvas; jerricans; nylon cordage; 12,000 mess tins; ex naval rum barrels (42, 44 and 54 galls.); hand tools and tool kits; wood extending ladders 18 ft; furniture including single and double wardrobes; lockers and cupboards; dressing chests; sideboards; chairs; kitchenware; china and glassware; clothing including khaki flannel shirts, large quantity army boots (unworn).

| | | | |
|---|---|---|---|
| April 29-May 2 | Vehicles, plant and equipment | Ordnance Storage and Disposals Depot, Ruddington, Notts. | Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.) |

Limousines; saloon and estate cars; commercial and utility vans; trailers; tankers; trucks; breakdown and heavy duty vehicles; cranes; angledozers. scrapers; graders; dumpers; hydraulic tippers; coaches; Land Rovers; motor cycles; plant and equipment and spares etc.

| | | | |
|---|---|---|---|
| May 6 | Miscellaneous stores | Central Ordnance Depot, Bicester, Oxon | Midlands Marts Ltd., (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073.) |

Broomwade compressors; tar & bitumen boilers and sprayers; concrete mixers; paint sprayers; air pump compressors; Dorman engine spares; steam crane locomotive; centrifugal pumps; loadmaster; rammers; winches; dics harrows; firefighting equipment; electrical, engineering, wireless and vehicle spares; electronic valves; timber; hurrican lamps; pick axe handles; planes; spanners; chisels; files; saws; soldering irons; twist drills; drilling pillars; spares for Lister CE and CD engines; photographic equipment; photocopying machines; galvanized wash tubs; wheelbarrows; small hand tools; paint; cobblers materials; large quantities of clothing including, khaki jackets; P.T. shorts; motor cyclists coats, leggings and capes; white and khaki shirts; short drawers; socks; furniture; and a large quantity of other miscellaneous stores and equipment.

| | | | |
|---|---|---|---|
| May 14 | Miscellaneous stores and equipment | Auctioneers premises | Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292.) |

Miscellaneous machinery including, fork lift truck; petrol driven water pump; mechanical aircraft handler (diesel driven); oil fired boiler; snowplough; electric motors; coke forge; generating set; radio equipment; electrical equipment; electronic valves; miscellaneous hand tools; binoculars; alarm clocks; tool kits; miscellaneous jacks and batteries; ambulance stretchers; wooden beds; steel bed springs; cabinets; fold flat and other chairs; chests of drawers; tables; ankle boots; ground sheets; canvas shoes; kit bags; towels; holdalls; khaki flannel shirts; socks; gloves; jerseys; greatcoats; BD blouses & trousers; carpets; blankets; peaked caps; black waterproof cap covers; mixed rags; miscellaneous cutlery; large quantities miscellaneous stores and equipment.

**Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).**

### ARMY BOOTS

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177, REGENT STREET,
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Telephone: REGent 6534/5

**DERBYSHIRE COUNTY COUNCIL**

**TENDERS FOR UNIFORM CLOTHING**

TENDERS are invited for the supply of UNIFORM CLOTHING FOR AMBULANCE PERSONNEL (including shirts and ties) for the period April 1, 1969 to March 31, 1972. Particulars and forms of tender may be obtained on application to the COUNTY MEDICAL OFFICER OF HEALTH, COUNTY OFFICES, MATLOCK, and to whom all samples of cloth should be sent direct.

SEALED TENDERS must be forwarded in the special envelopes which will be enclosed with the tender forms, and must be delivered to the undersigned by not later than 10 a.m. on WEDNESDAY, MAY 14, 1969. The Council does not bind itself to accept the whole or part of any tender.

H. CROSSLEY, *Clerk of the County Council.*

April 3, 1969.

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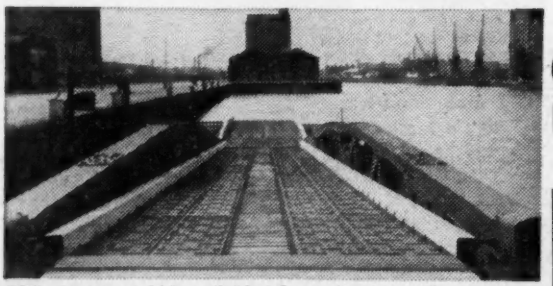

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H. CROSSLEY, *Clerk of the County Council.*

April 3, 1969.

# Statistics

## The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected Components | | | | Total | Selected Components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1963 prices | | at current prices | | at 1963 prices | at 1966 prices | at 1963 prices | | | | | at 1963 prices | | | |
| Base of index | 1963 | 1958 | 1963 | 1963 | 1963 | 1966 | 1963 | 1963 | 1963 | 1963 | 1963 | | | | |
| Value in base year, £m. | 26,796 | — | 21,788 | 20,195 | 20,195 | 11,372 | 4,917 | 1,055 | 1,020 | 944 | 1,752 | Series shown in £ million | | | |
| 1963 | 100 | 119 | 100 | 100 | 100 | .. | 100 | 100 | 100 | 100 | 100 | +228 | +123 | +31 | +57 |
| 1964 | 105 | 128 | 107 | 107 | 103 | .. | 116 | 113 | 119 | 124 | 113 | +665 | +411 | +91 | +50 |
| 1965 | 108 | 132 | 115 | 114 | 105 | .. | 121 | 124 | 118 | 127 | 119 | +418 | +262 | +49 | +45 |
| 1966 | 110 | 133 | 121 | 120 | 107 | 100 | 124 | 128 | 113 | 128 | 125 | +247 | +147 | +19 | + 6 |
| 1967 | 111 | 133 | 125 | 126 | 109 | 101 | 132 | 124 | 121 | 138 | 143 | +155 | — 39 | +10 | +11 |
| 1968 | 114 | 139* | 133 | 134 | 112 | 104 | 137 | 125 | 134 | 147 | 143 | +191 | — 21 | +71 | +95 |
| 1967 | | | | | | | | | | | | | | | |
| 1st quarter | 112 | 132 | 122 | 123 | 107 | 100 | 129 | 124 | 118 | 133 | 138 | + 84 | + 26 | —2 | +15 |
| 2nd quarter | 111 | 133 | 124 | 124 | 108 | 100 | 135 | 131 | 127 | 139 | 141 | + 43 | — 10 | +1 | +15 |
| 3rd quarter | 111 | 133 | 127 | 126 | 110 | 102 | 134 | 122 | 120 | 143 | 147 | — 40 | — 25 | —10 | —21 |
| 4th quarter | 111 | 135 | 128 | 129 | 112 | 104 | 132 | 120 | 119 | 139 | 146 | + 68 | — 30 | +22 | + 2 |
| 1968 | | | | | | | | | | | | | | | |
| 1st quarter | 114 | 137 | 131 | 134 | 115 | 106 | 137 | 120 | 131 | 145 | 149 | — 68 | —100 | + 6 | +49 |
| 2nd quarter | 113 | 138 | 133 | 130 | 108 | 102 | 134 | 120 | 125 | 150 | 141 | + 65 | + 24 | +22 | + 1 |
| 3rd quarter | 114 | 140 | 134 | 134 | 111 | 103 | 136 | 125 | 134 | 147 | 139 | + 42 | + 7 | +10 | + 5 |
| 4th quarter | 117 | 142 | 135 | 137 | 113 | 104 | 141 | 134 | 146 | 144 | 142 | +152 | + 48 | +33 | +40 |
| 1968 | | | | | | | | | | | | | | | |
| August | | 141 | | | | 104 | | | | | | | | | |
| September | | 139 | | | | 102 | | | | | | | | | |
| October | | 141 | | | | 103 | | | | | | | | | |
| November | | 143 | | | | 106 | | | | | | | | | |
| December | | 143 | | | | 104 | | | | | | | | | |
| 1969 | | | | | | | | | | | | | | | |
| January | | 141* | | | | 105 | | | | | | | | | |
| February | | 142* | | | | 101 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | TRADE | | BALANCE OF PAYMENTS: current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand (end of period) | Textiles and clothing industries: orders on hand (end of period) | Index of retail prices | | Wholesale price index: non-food manufacturing industry | | Basic hourly wage rates (all industries and services) | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | IMPORTS | EXPORTS | |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| | at 1958 prices | | | | | | | | | | | | |
| Base of index | Dec. 1958 | Apr. 1959 | Jan. 16, 1962 | | 1963 | 1963 | Jan. 31, 1956 | | | | 1958 | 1958 | |
| Value in base year, £m. | — | — | — | | — | — | — | Series shown in thousands | | | 3,834 | 3,250 | series shown in £ million |
| 1963 | 136 | 117 | 103·6 | +2·0 | 100·0 | 100·0 | 141·3 | 500 | 144 | 24,240 | 130 | 130 | +111 |
| 1964 | 162 | 124 | 107·0 | +3·3 | 103·9 | 101·9 | 148·6 | 361 | 221 | 24,567 | 148 | 136 | —399 |
| 1965 | 165 | 121 | 112·1 | +4·8 | 106·8 | 104·6 | 157·9 | 309 | 265 | 24,784 | 150 | 145 | — 91 |
| 1966 | 154 | 105 | 116·5 | +3·9 | 110·2 | 107·3 | 168·5 | 325 | 254 | 24,834 | 158 | 155 | + 5 |
| 1967 | 143 | 114 | 119·4 | +2·5 | 108·4 | 108·2 | 175·3 | 515 | 175 | 24,475 | 168 | 155 | —399 |
| 1968 | 143 | 129* | 125·0 | +4·7 | 120·5 | 112·4 | 187·3 | 543 | 189 | | 206 | 190 | —419 |
| 1967 | | | | | | | | | | | | | |
| 1st quarter | 149 | 104 | 118·6 | +3·7 | 106·8 | 107·6 | 171·4 | 458 | 186 | 24,510 | 164 | 166 | + 19 |
| 2nd quarter | 148 | 104 | 119·6 | +2·6 | 105·1 | 107·5 | 172·8 | 508 | 168 | 24,495 | 166 | 160 | —107 |
| 3rd quarter | 146 | 105 | 119·0 | +1·7 | 107·1 | 108·4 | 177·3 | 555 | 163 | 24,502 | 162 | 157 | — 21 |
| 4th quarter | 143 | 114 | 120·4 | +2·1 | 114·5 | 109·2 | 179·7 | 538 | 182 | 24,395 | 179 | 138 | —290 |
| 1968 | | | | | | | | | | | | | |
| 1st quarter | 142 | 117 | 122·1 | +3·0 | 122·9 | 111·4 | 184·8 | 511 | 184 | 24,362 | 203 | 181 | —135 |
| 2nd quarter | 138 | 125 | 125·0 | +4·5 | 119·5 | 112·5 | 185·8 | 550 | 180 | 24,313 | 201 | 180 | —134 |
| 3rd quarter | 138 | 129 | 125·7 | +5·6 | 119·3 | 112·8 | 187·6 | 580 | 182 | 24,293 | 209 | 196 | — 73 |
| 4th quarter | 143 | 129* | 127·2 | +5·6 | 120·4 | 113·1 | 190·8 | 533 | 210 | | 212 | 200 | — 77 |
| 1969 | | | | | | | | | | | | | |
| 1st quarter | | | | | 122·2* | 114·0* | | 499 | 206 | | 211* | 200* | |
| 1968 | | | | | | | | | | | | | |
| August | 139 | 126 | 125·7 | +5·7 | 119·1 | 112·7 | 187·6 | 585 | 179 | | 209 | 199 | |
| September | 138 | 129 | 125·8 | +5·9 | 119·7 | 112·8 | 188·2 | 575 | 186 | | 207 | 201 | |
| October | 140 | 126* | 126·4 | +5·6 | 119·9 | 113·0 | 188·7 | 551 | 195 | | 211 | 194 | |
| November | 141 | 126* | 126·7 | +5·2 | 120·4 | 113·1 | 190·5 | 529 | 211 | | 217 | 207 | |
| December | 143 | 129* | 128·4 | +5·9 | 120·9 | 113·3 | 193·3 | 520 | 225 | | 209 | 198 | |
| 1969 | | | | | | | | | | | | | |
| January | 146* | 130* | 129·1 | +6·2 | 122·0 | 113·7 | 193·9 | 506 | 208 | | 208 | 205 | |
| February | | | 129·8 | +6·2 | 122·3* | 114·0* | 194·4 | 487 | 208 | | 212 | 194 | |
| March | | | | | 122·4* | 114·2* | | 504 | 203 | | 211* | 200* | |

*Provisional. †Not seasonally adjusted.

# United Kingdom trade in March

## Exports

EXPORTS IN MARCH were £543 million, seasonally adjusted. The average for the first quarter was £541 million compared with £544 million in the fourth quarter and £529 million in the third quarter of 1968. The pause in the growth in exports partly reflects the interruption in deliveries to the United States.

Exports to North America were £96 million in March, an increase of £18 million from the low February total. While this rise represents some recovery after the east coast dock strikes it it likely that the recovery is not yet complete, as exports to the United States were still £11 million below their average in the second half of last year.

Comparing the first quarter of 1969 with the fourth quarter of 1968 shipments to North America were lower by some 10 per cent compared with a sharp fall of 17 per cent in deliveries to the United States. Exports to Western Europe as a whole were virtually unchanged; there was an increase in deliveries to EFTA countries but exports to the EEC fell slightly. The moderate upward trend in exports to the sterling area continued but exports to Latin America and to the Soviet Union and Eastern Europe were lower. Deliveries to the rest of the world rose by 10 per cent.

The commodity pattern of trade was distorted by the fall in certain classes of goods exported to the United States. In the first quarter of 1969, machinery exports fell slightly but deliveries of road motor vehicles rose by 8 per cent. Exports of other transport equipment (mainly in the erratic category of ships and aircraft) fell by nearly 30 per cent. Exports of textiles and metal manufactures both increased by 2 per cent in the first quarter but clothing and footwear exports were 10 per cent lower. There was also a marked fall in exports of beverages and tobacco.

## Imports

Imports in March were £664 million (seasonally adjusted and excluding United States military aircraft); including these aircraft the total was £675 million. The average for the first quarter of £656 million a month (excluding United States military aircraft) was much the same as the rate of £657 million in the last quarter of 1968. The three monthly averages show imports moving over the past six months within a narrow range about a level trend, despite continued growth in the United Kingdom economy.

The figure for March was affected by the ending of the dock strikes in the United States; imports from that source were £21 million higher than in February, but still below the average rate in the second half of 1968 which probably included some early deliveries in anticipation of the strikes. The total was also affected by above-average arrivals of silver and precious stones and a fall in arrivals of ships and aircraft.

Comparing the first quarter of 1969 with the fourth quarter of 1968, the decline of £14 million a month in arrivals from North America has been balanced by a similar rise in arrivals from the sterling area. Imports from Western Europe and Latin America were little changed but arrivals from Soviet Union and Eastern Europe increased sharply while imports from the rest of the world showed a marked fall.

The delay in shipments from the United States clearly affected the pattern of arrivals of certain classes of imports in the first quarter; it was responsible for a fall in tobacco imports and also for part of the decline in imports of machinery and transport equipment compared with the fourth quarter. Among other classes of goods, food imports increased by 2 per cent in the first quarter, but arrivals of beverages and basic materials were practically unchanged. Imports of fuels and chemicals rose slightly and other semi-manufactures by 3 per cent. Imports of miscellaneous manufactures, mainly consumer goods were a little lower.

As announced by HM Customs, gross receipts of import deposits collected in March totalled £96 million; total gross receipts from November 27 to March 31 were £351 million.

## Other factors in the trade balance

The total credit from the adjustments to the trade account figures to derive the visible trade balance (see Notes to Editors (a)) amounted to £49 million in March compared with the revised February figure of £52 million. The figure for ships built and delivered abroad to United Kingdom owners in March was little changed from that in February.

## Visible trade balance

There was a visible trade deficit in March of £52 million, seasonally adjusted and excluding United States military aircraft.

(*Continued on next page*)

**Table 1A. United Kingdom trade**

Seasonally adjusted values. £ million per month

| | Exports f.o.b. | Imports c.i.f. | | Re-exports f.o.b. | Visible trade balance† |
|---|---|---|---|---|---|
| | | Total | Excluding US military aircraft, etc. | | |
| 1967 | 419 | 536 | 533 | 15 | — 45 |
| 1968 | 515 | 658 | 646 | 18 | — 57 |
| 1967 1st quarter | 447 | 526 | 524 | 16 | — 9 |
| 2nd quarter | 427 | 530 | 525 | 15 | — 37 |
| 3rd quarter | 421 | 519 | 515 | 16 | — 25 |
| 4th quarter | 381 | 571 | 566 | 15 | —108 |
| 1968 1st quarter | 500 | 647 | 641 | 18 | — 59 |
| 2nd quarter | 486 | 642 | 633 | 17 | — 76 |
| 3rd quarter | 529 | 666 | 654 | 19 | — 51 |
| 4th quarter | 544 | 678 | 657 | 19 | — 43 |
| October | 530 | 674 | 667 | 19 | — 66 |
| November | 565 | 693 | 653 | 19 | — 16 |
| December | 536 | 666 | 651 | 18 | — 46 |
| 1969 January | 557 | 666 | 648 | 20 | — 12* |
| February | 524‡ | 678 | 655 | 15 | — 64*† |
| March* | 543 | 675 | 664 | 20 | — 52* |
| 1968 October-December | 544 | 678 | 657 | 19 | — 43* |
| 1969 January-March* | 541 | 673 | 656 | 18 | — 43* |

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
*Provisional estimates. ‡Revised estimates.

**Table 1B. Three monthly averages (a)**

Seasonally adjusted values. £ million per month

| | | | | | |
|---|---|---|---|---|---|
| 1968 April | 494 | 657 | 650 | 18 | — 79 |
| May | 489 | 656 | 648 | 17 | — 86 |
| June | 486 | 642 | 633 | 17 | — 76 |
| July | 493 | 649 | 640 | 17 | — 78 |
| August | 511 | 651 | 640 | 18 | — 58 |
| September | 529 | 666 | 654 | 19 | — 51 |
| October | 537 | 667 | 655 | 19 | — 43 |
| November | 545 | 676 | 656 | 19 | — 40 |
| December | 544 | 678 | 657 | 19 | — 43 |
| 1969 January | 552 | 675 | 650 | 19 | — 25 |
| February | 539 | 670 | 651 | 18 | — 41 |
| March | 541 | 673 | 656 | 18 | — 43 |

(a) Average of month shown and two preceding months. (See note (c)).

**Table 1C.**

Recorded values. £ million per month

| | Exports f.o.b. | Imports c.i.f. | | Re-exports f.o.b. |
|---|---|---|---|---|
| | | Total | Excluding US military aircraft, etc. | |
| 1967 1st quarter | 444·8 | 536·5 | 535·4 | 15·4 |
| 2nd quarter | 446·1 | 540·1 | 534·9 | 15·7 |
| 3rd quarter | 395·0 | 507·8 | 504·1 | 14·7 |
| 4th quarter | 390·4 | 560·3 | 555·9 | 15·9 |
| 1968 1st quarter | 501·2 | 664·2 | 657·7 | 18·8 |
| 2nd quarter | 503·0 | 645·6 | 637·1 | 17·0 |
| 3rd quarter | 504·0 | 648·9 | 636·5 | 17·8 |
| 4th quarter | 550·4 | 674·3 | 653·2 | 19·3 |
| 1969 1st quarter* | | | | |
| January | 548·4 | 733·7 | 715·7 | 19·9 |
| February | 506·5‡ | 638·2 | 615·9 | 14·0 |
| March* | 545·0 | 686·9 | 675·8 | 22·5 |

*Provisional estimates. ‡Revised estimates.

UNITED KINGDOM TRADE IN MARCH, *continued*

This, together with the revision of the February figure to £64 million, brought the average deficit for the first quarter to £43 million, the same as in the last quarter of 1968, but £8 million less than the average of £51 million in the third quarter of last year.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles rose from £20 million a month in 1967 to £31 million a month in 1968.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £9 million a month in 1968, and have been made largely out of corresponding loans from the Export-Import Bank which are included as a credit in the capital account of the balance of payments.

**Notes:**

**(a) Visible trade balance**

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example, on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

**(b) Purchases of United States military aircraft**

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

**(c) Three monthly averages of trade figures**

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

# General assessment of the economic situation

**From the article on the economic situation to be published in *Economic Trends*, April 1969. Note: Unless otherwise stated this report is based on seasonally adjusted data.**

FULLER INFORMATION now available about the fourth quarter of last year provides a background for the interpretation of the most recent indicators and facilitates assessment of the changes in the pattern of demand taking place since devaluation.

The latest indicators confirm the slackening in the volume of consumer spending since the November measures; indeed a fall between the fourth quarter of last year and the first quarter of this year now seems likely. New car registrations in the first quarter were probably down by about a fifth, while the volume of retail sales in January and February fell back to the level of the third quarter of last year. One factor restraining consumer spending was the growing effect of the credit restrictions announced in November: hire purchase debt outstanding fell in the first two months of the year by about £11 million; lending to the personal sector by the London clearing banks fell by about £9 million between mid-November and mid-February and there appears to have been a more substantial fall in March.

Consumer behaviour in recent months should be seen in the context of the new figures included in the national income and balance of payments White Paper, published on April 9, which have to some extent changed the picture of the latter half of last year. They show personal incomes rather lower than might have been expected on the basis of the movements in monthly indicators. The figures for the wage and salary bill imply somewhat less wage drift than does the monthly earnings index.

The corollary to this change is a downward revision of the view of the savings ratio in the second half of 1968 (although the ratio for last year as a whole is little changed from 1967). The strength of consumer spending in the final months of last year probably owed something to the bringing forward of purchases to take advantage of stocks of goods still available at pre-Regulator prices, with a temporary reduction in savings as a consequence. The slack period of recent months may accordingly result not only from the tax increases and restraint of credit facilities announced in November, but may also perhaps form a counterpart to the bunching of expenditure, especially on cars, in the preceding quarter.

Total output grew by about 4 per cent between the second halves of 1967 and 1968. This upturn in the economy as a whole was accompanied by a strong recovery in the volume of exports of goods and services which outstripped the growth in imports. The proportion of the growth of output which can be attributed directly to the improvement in the balance of trade in goods and services depends rather critically on assumptions about the effect of the dock strikes on the timing of exports at the end of the base period in 1967; but it would probably lie in the range 30-40 per cent.

One factor limiting the speed of the switch of resources at the margin last year may have been the need to undertake new investment in those industries and firms which are most competitive internationally. There are signs that delivery dates may have become a constraint on export performance for a number of products in the course of last year; moreover, as domestic output in some industries came nearer to full capacity, extra imports of some manufactured and semi-manufactured goods were recorded. The latest figures show that manufacturing investment picked up quite strongly in the latter half of the year. Whilst it will presumably take time for the new plant and machinery to become fully operative, it should ease the process of adjustment to new types of demand.

Both exports and imports showed little change in value between the fourth quarter of last year and the first quarter of this year. The interruption of deliveries to the United States in part at least explains the pause in export growth. The figure for March (£543 million) shows a recovery after the erratically low level of February. Imports rose slightly in March to £664 millions excluding, or £675 million including, United States military aircraft. The three monthly averages show imports moving in a narrow range about a level trend. The visible trade deficit in March was £52 million (excluding United States military aircraft) bringing the average deficit for the first quarter to £43 million, the same as for the last quarter, but £8 million less than in the third quarter of last year.

*Representatives from Rank Xerox companies in Sweden, Germany and Australia watch the operation of a special cantilever-action turnover fixture used to speed assembly of the Rank Xerox Model 3600 print-a-second copier/duplicator, at the Mitcheldean, Glos., plant. The visitors are L. Hedenlind, sales manager, Sweden (second left); V. Tazl, service engineer, Germany (second right); and D. McKay, technical training officer, Australia (right). With them are J. Hankin, Mitcheldean Plant (left) and G. Pelling, Rank Xerox London Headquarters (centre).*

## 'Preliminary estimates of National Income and balance of payments 1963 to 1968'

ESTIMATES BY THE Central Statistical Office of the main national income figures for 1968 were published for the first time on April 9 in the annual White Paper on National Income and Balance of Payments (Cmnd. 3983, HMSO, price 4s. 6d.).

Comparable estimates, revised in the light of new information, are given for the national income and balance of payments in 1967 and earlier years.

## Business Monitor

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## Index of industrial production for February

THE CENTRAL Statistical Office's provisional estimate for the Index of Industrial Production for February 1969, seasonally adjusted, is 142 (1958=100) compared with a figure of 141 for January. For manufacturing industry alone, the figure was 144, the same as for January.

For the three months December 1968 to February 1969 it is provisionally estimated that production as a whole was 0.7 per cent higher than in the preceding three months, September to November 1968; for manufacturing industries alone, the increase was 0.3 per cent.

## Production of man-made fibres in February

TOTAL PRODUCTION by weight of man-made fibres in February was 2 per cent more than in February 1968. Output of continuous filament was 4 per cent more and staple fibre 1 per cent more.

**Man-made fibre production**

Million lb. (a)

| | Continuous filament (singles) | Staple fibre | Total |
|---|---|---|---|
| 1963 | 330·3 | 388·9 | 719·2 |
| 1964 | 378·1 | 447·1 | 825·2 |
| 1965 | 396·4 | 465·7 | 862·1 |
| 1966 | 411·4 | 470·2 | 881·6 |
| 1967 | 438·4 | 516·7 | 955·1 |
| 1968 | 533·0 | 655·7 | 1,188·6 |
| 1967 3rd quarter | 101·8 | 113·3 | 215·2 |
| 4th quarter | 120·0 | 142·0 | 262·0 |
| 1968 3rd quarter | 124·9 | 159·8 | 284·7 |
| 4th quarter | 139·1 | 173·9 | 313·0 |
| 1967 December | 39·9 | 48·2 | 88·1 |
| 1968 January | 44·0 | 52·3 | 96·3 |
| February | 43·4 | 51·0 | 94·3 |
| 1968 December | 47·8 | 58·2 | 106·0 |
| 1969 January | 50·5 | 57·0 | 107·6 |
| February | 45·0 | 51·4 | 96·4 |

(a) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

## Footwear industry: orders and deliveries

NET NEW ORDERS received by the footwear industry in the three months ending February were 2 per cent more than in the three months ending February 1968; deliveries were 3 per cent more. Order books at the end of February were 6 per cent higher than at the end of February 1968.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production series (Reference P17).

Million pairs

| | Orders-on-hand (end of period) | Net new orders | Deliveries |
|---|---|---|---|
| 1964 | 35·8 | ... | 16·8 |
| 1965 | 39·9 | 16·8 | 16·5 |
| 1966 | 33·9 | 15·7 | 16·2 |
| 1967 | 37·9 | 16·2 | 15·9 |
| 1968 | 41·2 | 17·0 | 16·8 |
| 1966 1st quarter | 40·4 | 17·5 | 17·4 |
| 2nd quarter | 46·5 | 17·4 | 15·4 |
| 3rd quarter | 28·7 | 10·2 | 16·1 |
| 4th quarter | 33·9 | 17·5 | 15·8 |
| 1967 1st quarter | 40·5 | 18·3 | 16·1 |
| 2nd quarter | 41·9 | 15·6 | 15·2 |
| 3rd quarter | 30·2 | 12·0 | 15·9 |
| 4th quarter | 37·9 | 18·9 | 16·3 |
| 1968 1st quarter | 46·0 | 19·8 | 17·1 |
| 2nd quarter | 50·0 | 16·8 | 15·4 |
| 3rd quarter | 38·2 | 13·0 | 17·0 |
| 4th quarter | 41·2 | 18·5 | 17·5 |
| 1967 December | 37·9 | 15·4 | 12·9 |
| 1968 January | 37·5 | 14·3 | 14·7 |
| February | 41·6 | 22·3 | 18·2 |
| March | 46·0 | 22·8 | 18·4 |
| April | 51·2 | 20·0 | 14·8 |
| May | 55·2 | 20·5 | 16·5 |
| June | 50·0 | 9·8 | 15·0 |
| July | 43·6 | 9·4 | 15·8 |
| August | 41·3 | 12·8 | 15·1 |
| September | 38·2 | 16·9 | 20·0 |
| October | 39·6 | 20·9 | 19·5 |
| November | 38·1 | 17·3 | 18·8 |
| December | 41·2 | 17·4 | 14·3 |
| 1969 January* | 39·7 | 13·7 | 15·2 |
| February* | 44·2 | 22·1 | 17·6 |

*Note:* The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

*Provisional.

WHOLESALE PRICE INDEX NUMBERS

# Output price rises in first quarter widespread

THE PRINCIPAL price increases in March compared with February, included palm oil (9 per cent), natural rubber (8 per cent), tallow (7 per cent) and groundnuts (6 per cent). The main reductions were for linseed and linseed oil (8 per cent and 15 per cent respectively), coffee beans (4 per cent), imported wheat (3 per cent), raw sugar and raw wool (each of 1 per cent).

The provisional index numbers for February have been revised and indicate a small fall from January in prices of basic materials and fuel used in manufacturing industry instead of the rise reported last month. This index increased over 3 per cent between August and January and then fell slightly in February and again in March. The fall in the provisional index for March was due to lower prices for food and drink materials, principally imported wheat and sugar. The index for materials and fuel used in manufacturing other than the food, drink and tobacco industries continued to rise a little.

The December, January and February index numbers for home market sales of manufactured products have been revised upwards. There was a slight rise in the provisional index for March bringing the increase during the first three months of the year to ¼ per cent. This increase was a little less than the average quarterly rate in the last nine months of 1968, which included increases in excise duties on drink and tobacco. The increase in prices of products of manufacturing industry other than the food, drink and tobacco industries amounted to 1 per cent during the last three quarters of 1968; the increase in these prices during the first quarter of 1969 was nearly as much.

### Materials and fuel used by broad sectors of industry (Table 1)

The provisional index for materials and fuel used in the food manufacturing industries fell by 1 per cent between January and March, after rising 5 per cent in the previous four months. The index for the textile industries fell nearly ½ per cent due to lower raw wool prices. There was no change in March in the index for the chemical and allied industries or for the steel industries. There were increases of up to ½ per cent in the index numbers for other sectors.

### PUBLICATION DATE OF WHOLESALE PRICE INDEX NUMBERS

*The article on wholesale price index numbers, together with the tables, will in future be published on the Wednesday following the 16th of each month. The next article will therefore be published in the May 21 issue of the* Board of Trade Journal.

### Output of broad sectors of industry (Table 2)

Apart from the index for the chemicals and allied industries, which was unchanged, provisional price index numbers for home sales of all broad sectors of industry rose a little in March.

During the last 12 months, index numbers for most sectors have risen between 2 and 3 per cent. The index for the textile industries, however, rose 3½ per cent. There was only a slight increase in the index for the chemicals and allied industries, and those for both steel and electrical engineering rose ½ per cent.

### NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548 for index numbers, and Ext. 3411 for all other information.

**Table 1. Price index numbers of materials purchased**

1963 = 100 (monthly averages)

| 1968 S.I.C. | | 1968 | | | | 1969 | 1968 | | | | | | 1969 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | 1st Qtr. P | Mar. | Aug. | Sept. | Oct. | Nov. | Dec. | Jan. | Feb. P | Mar. P |
| | **Materials Purchased by Manufacturing Industry** | | | | | | | | | | | | | | |
| Orders III to XIX | Basic materials and fuel used in manufacturing industry | 118·5 | 116·4 | 116·1 | 118·3‡ | 119·6 | 119·4 | 115·9 | 116·3 | 117·4 | 118·5 | 119·0 | 119·7 | 119·6 | 119·4 |
| | Basic materials | 118·3 | 116·0 | 115·5 | 118·0 | 119·5 | 119·3 | 115·3 | 115·7 | 117·0 | 118·3 | 118·9 | 119·7 | 119·6 | 119·3 |
| | †Fuel | 119·7 | 119·6 | 119·7 | 119·9 | 119·9 | 119·7 | 119·5 | 119·9 | 119·9 | 119·9 | 119·9 | 119·9 | 119·9 | 119·9 |
| Orders IV to XIX | Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries | 122·9 | 119·5 | 119·3 | 120·4 | 122·2 | 124·5 | 119·1 | 119·7 | 119·9 | 120·4 | 120·9 | 122·0 | 122·3 | 122·4 |
| | Basic materials other than fuel | 123·6 | 119·5 | 119·2 | 120·5 | 122·7 | 125·6 | 118·9 | 119·6 | 119·9 | 120·5 | 121·2 | 122·4 | 122·8 | 122·9 |
| | **Materials and fuel Purchased by selected Broad Sectors of Industry** | | | | | | | | | | | | | | |
| 211-229 | Food manufacturing industries | 109·5 | 110·1 | 109·4 | 113·4 | 113·8 | 109·1 | 109·2 | 109·3 | 111·8 | 113·9 | 114·4 | 114·5 | 113·8 | 113·0 |
| Order V | Chemicals and allied industries | 115·5 | 115·6 | 114·7 | 114·6 | 115·0 | 115·9 | 114·8 | 114·7 | 114·6 | 114·5 | 114·7 | 114·9 | 115·1 | 115·1 |
| 311 and 312 | Steel industries | 114·8 | 114·3 | 114·2 | 114·6‡ | 115·2 | 115·6 | 114·2 | 114·2 | 114·1 | 114·5 | 115·0 | 115·3 | 115·1 | 115·1 |
| Order VII (excluding MLH342) | Mechanical engineering industries | 118·1 | 116·6 | 116·4 | 117·2 | 119·8 | 119·3 | 116·2 | 116·6 | 116·7 | 117·0 | 118·0 | 118·8 | 119·9 | 120·6 |
| Order IX | Electrical engineering industry | 138·5 | 129·6 | 128·1 | 130·0 | 136·6 | 143·2 | 127·3 | 129·0 | 128·7 | 129·0 | 132·2 | 135·1 | 137·3 | 137·5 |
| 361 | Electrical machinery industry | 128·6 | 124·3 | 122·8 | 124·0 | 128·0 | 131·9 | 122·4 | 123·2 | 123·2 | 123·5 | 125·2 | 127·0 | 128·2 | 128·7 |
| Order XIII | Textile industries | 101·3 | 102·2 | 102·6 | 104·3‡ | 103·7 | 102·0 | 102·1 | 103·2 | 104·5 | 104·9 | 103·5 | 104·0 | 103·7 | 103·3 |
| Order XV | Clothing and footwear industries | 108·5 | 109·8 | 110·8 | 112·4 | 114·0 | 109·9 | 110·7 | 113·3 | 111·8 | 112·4 | 113·0 | 113·7 | 114·0 | 114·3 |
| Order XVII | Timber industries | 118·3 | 119·8 | 120·7 | 122·3 | 124·1 | 119·2 | 120·5 | 121·2 | 121·6 | 122·2 | 123·1 | 123·6 | 124·1 | 124·5 |
| 481-484 | Paper industries | 113·3 | 115·4 | 115·8 | 116·0 | 118·0 | 113·4 | 115·7 | 115·9 | 115·9 | 116·1 | 116·2 | 117·6 | 118·1 | 118·2 |
| Order XX | Construction materials | 114·0 | 114·7 | 114·9 | 115·6 | 116·5 | 114·9 | 114·7 | 115·0 | 115·3 | 115·6 | 115·9 | 116·0 | 116·6 | 116·9 |
| Part of Order XX | House building materials | 115·7 | 116·7 | 117·0 | 117·8 | 118·8 | 116·8 | 116·8 | 117·2 | 117·5 | 117·8 | 118·1 | 118·3 | 118·9 | 119·3 |

P Provisional.
†Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)
‡ Revised figure.

## Table 2. Price index numbers of output

1963 = 100
(monthly averages)

| 1968 S.I.C. | | 1968 | | | | 1969 | 1968 | | | | | | 1969 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | 1st Qtr.P | Mar. | Aug. | Sept. | Oct. | Nov. | Dec. | Jan. | Feb.P | Mar.P |
| | **Output of Manufactured Products** | | | | | | | | | | | | | | |
| Orders III to XIX | All manufactured products: Total sales | 114·7 | 116·6 | 117·2 | 118·1 | 119·4 | 115·5 | 117·2 | 117·3 | 117·5 | 118·0‡‡ | 119·0 | 119·3 | 119·5 | 119·6 |
| | Home market sales | 113·6 | 115·2 | 115·7 | 116·6 | 118·1 | 114·5 | 115·7 | 115·8 | 116·0 | 116·4‡‡ | 117·5 | 117·9 | 118·2 | 118·3 |
| Orders IV to XIX | Products of manufacturing industries, other than food, drink and tobacco: Total sales | 113·4 | 115·2 | 115·6 | 116·2 | 116·9 | 114·2 | 115·6 | 115·7 | 115·9 | 116·2 | 116·5 | 116·8 | 117·0 | 117·1 |
| | Home market sales | 111·4 | 112·5 | 112·8 | 113·1 | 114·0 | 112·2 | 112·7 | 112·8 | 113·0 | 113·1 | 113·3 | 113·7 | 114·0 | 114·2 |
| | **Output of selected Broad Sectors of Industry** | | | | | | | | | | | | | | |
| 211-229 | Products of the food manufacturing industries: Home market sales | 113·0 | 114·4 | 115·1 | 115·7 | 117·0 | 113·8 | 115·1 | 115·0 | 115·4 | 115·6 | 116·1 | 116·7 | 117·1 | 117·2 |
| Order V | Chemical and allied industries: Total sales | 107·2 | 108·1 | 108·6 | 108·6 | 109·0 | 107·8 | 108·5 | 108·9 | 108·6 | 108·3 | 108·8 | 109·0 | 109·0 | 109·0 |
| | Home market sales | 104·9 | 105·7 | 105·7 | 105·5 | 105·6 | 105·5 | 105·7 | 105·8 | 105·6 | 105·4 | 105·4 | 105·5 | 105·6 | 105·6 |
| 311 and 312 | Steel industries: Total sales | 106·8 | 107·5 | 107·9 | 107·8 | 108·7 | 107·2 | 107·8 | 108·0 | 107·6 | 107·6 | 108·1 | 108·6 | 108·7 | 108·9 |
| | Home market sales | 106·8 | 107·2 | 107·1 | 107·2 | 107·6 | 107·1 | 107·2 | 107·1 | 107·1 | 107·2 | 107·2 | 107·4 | 107·5 | 107·8 |
| Orders VII to XII | Engineering and allied industries: Total sales | 113·8 | 116·0 | 116·7 | 117·4 | 118·1 | 114·3 | 116·7 | 116·8 | 117·1 | 117·5 | 117·7 | 117·8 | 118·1 | 118·3 |
| | Home market sales | 112·0 | 113·2 | 113·4 | 113·8 | 114·8 | 112·7 | 113·3 | 113·4 | 113·7 | 113·8 | 114·0 | 114·4 | 114·8 | 115·1 |
| Order VII (excluding MLH 342) Order IX | Mechanical engineering: Home market sales | 114·2 | 115·1 | 115·4 | 115·8 | 116·9 | 114·7 | 115·4 | 115·4 | 115·6 | 115·7 | 116·0 | 116·6 | 117·0 | 117·2 |
| | Electrical engineering: Home market sales | 111·8 | 112·8 | 112·2 | 112·8 | 113·5 | 113·2 | 112·2 | 112·2 | 112·7 | 112·8 | 112·8 | 113·1 | 113·6 | 113·9 |
| Order XIII | Textile industries other than clothing: Total sales | 107·3 | 108·2 | 109·0 | 110·3 | 111·3 | 107·6 | 108·8 | 109·3 | 109·7 | 110·1 | 111·2 | 111·1 | 111·4 | 111·4 |
| | Home market sales | 106·5 | 107·2 | 108·0 | 109·2 | 110·4 | 106·8 | 107·9 | 108·3 | 108·8 | 109·2 | 109·8 | 110·2 | 110·4 | 110·5 |
| Order XV | Clothing and footwear: Home market sales | 108·0 | 108·6 | 109·1 | 109·7 | 110·5 | 108·3 | 109·1 | 109·2 | 109·6 | 109·7 | 109·8 | 110·4 | 110·5 | 110·7 |
| Order XVII | Timber industries: Home market sales | 117·0 | 118·9 | 119·4 | 119·7 | 121·1 | 118·2 | 119·4 | 119·5 | 119·5 | 119·8 | 119·9 | 120·7 | 121·2 | 121·4 |
| 481-484 | Paper industries: Home market sales | 112·2 | 113·4 | 113·5 | 113·4 | 115·9 | 113·1 | 113·4 | 113·4 | 113·5 | 113·2 | 113·4 | 115·1 | 116·2 | 116·4 |
| Order XX | *New construction*‡ | *115* | *117* | *117* | *117* | | | | *117* | | | *117* | | | |

P Provisional. ‡‡ Revised figure.
‡The index for New Construction (building costs) is weighted according to 1954 values. The index has been rebased to 1963 = 100 by dividing the figures as originally calculated on 1954 = 100 by the annual average for 1963 and is provisional until index numbers with 1963 weights are available.

## Table 3(a). Commodities produced in the United Kingdom

Commodities are listed by industries (as defined in the Standard Industrial Classification 1968) whose principal products they are. References are to Standard Industrial Classification Minimun List Headings.

1963 = 100
(monthly averages)

| | | 1968 | | 1969 | | |
|---|---|---|---|---|---|---|
| | | Mar. | Sep. | Jan. | Feb.P* | Mar.P* |
| 101 | Coal† | 114·3 | 110·9 | 115·3 | 115·3 | 115·3 |
| 102/2 | Slates | 115·4 | 120·6 | 120·6 | 120·6 | 120·6 |
| 109/3 | Salt | 97·2 | 93·9 | 97·2 | 97·2 | 97·2 |
| 211 | Flour | 122·5 | 122·5 | 122·5 | 122·5 | 122·5 |
| 216 | Sugar, refined | 92·8 | 92·0 | 97·4 | 99·3 | 99·1 |
| 217 | Chocolate and sugar confectionery | 113·0 | 116·7 | 121·7 | 122·1 | 121·4 |
| 231 | Beer | 128·8 | 130·0 | 137·1 | 137·8 | 137·8 |
| 240 | Tobacco and cigarettes | 123·9 | 129·4 | 138·4 | 138·4 | 138·4 |
| 264/1 | Hard coke | 113·6 | 113·6 | 113·6 | 113·6 | 113·6 |
| 262 | Motor spirit, standard grade (including duty) | 127·6 | 132·3 | 141·8 | 141·8 | 141·8 |
| 262 | Medium fuel oil (950 secs.) | 115·4 | 111·9 | 111·9 | 112·6 | 111·7 |
| 263 | Lubricating oils and greases | 111·8 | 111·6 | 111·8 | 11[illegible]·8 | 110·1 |

| | | 1968 | | 1969 | | |
|---|---|---|---|---|---|---|
| | | Mar. | Sep. | Jan. | Feb.P* | Mar.P* |
| 271 | General chemicals | 103·0 | 103·2 | 103·0 | 102·9 | 102·9 |
| 272/1 | Pharmaceutical chemicals | 94·1 | 93·8 | 93·2 | 93·3 | 93·3 |
| 272/2 | Pharmaceutical preparations | 95·5 | 95·6 | 95·0 | 94·8 | 94·7 |
| 273 | Toilet preparations | 121·1 | 121·5 | 121·8 | 122·0 | 122·1 |
| 274/1 | Paint | 102·1 | 104·7 | 104·8 | 104·8 | 104·8 |
| 275 | Soap | 116·0 | 117·0 | 117·2 | 117·3 | 117·3 |
| 275 | Soapless detergents | 102·0 | 103·0 | 103·2 | 103·2 | 103·2 |
| 276/1 | Synthetic resins and plastic materials. | 95·9 | 95·7 | 95·9 | 95·8 | 95·7 |
| 279/7 | Photographic paper and films and photochemical materials. | 118·2 | 117·3 | 117·5 | 118·3 | 118·3 |
| 311/2 | Steel sheets | 102·2 | 102·2 | 102·2 | 102·2 | 102·2 |
| 311/2 | Tinplate | 108·4 | 108·4 | 108·4 | 108·4 | 108·4 |
| 311/2 | Other finished steels | 107·5 | 107·3 | 107·6 | 107·9 | 108·3 |

P Provisional.
† This index is based on prices ruling on the last day of the month.

(*Table continued on page* 1117)

**Government Publications**

required by customers in Scotland may be obtained quickly from

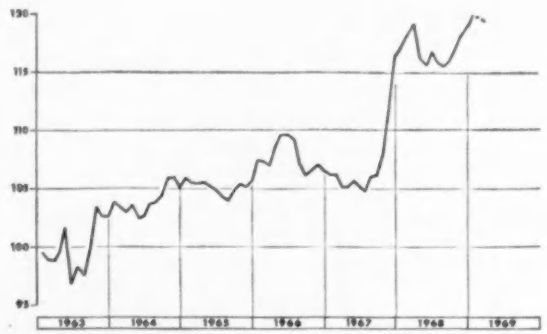
**Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2.**

WHOLESALE PRICE INDEX NUMBERS, *continued*

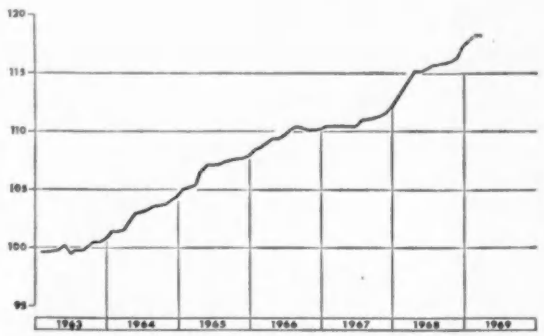
**WHOLESALE PRICES INDEX NUMBERS 1963 = 100**

**ALL MANUFACTURING INDUSTRY**

MATERIALS AND FUEL USED

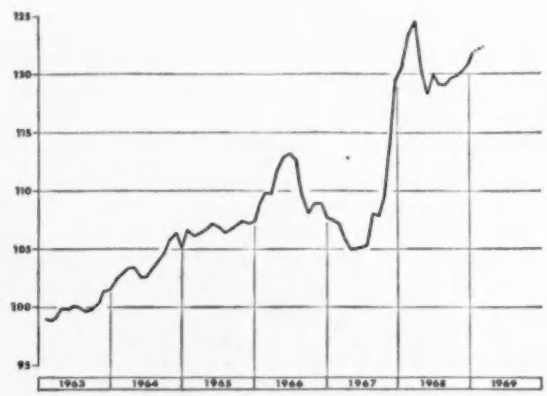



OUTPUT (HOME MARKET)

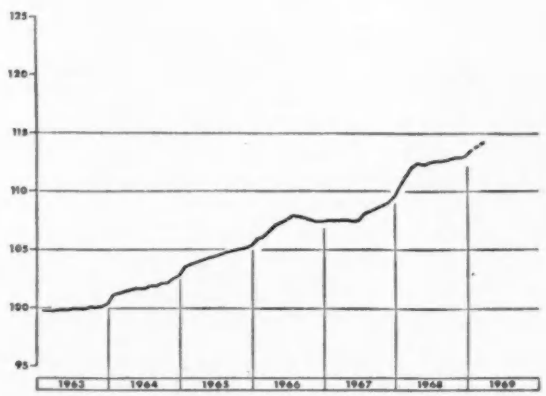



**MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)**

MATERIALS AND FUEL USED

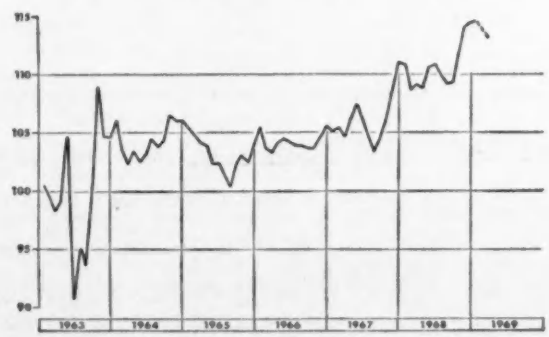



OUTPUT (HOME MARKET)




**FOOD MANUFACTURING INDUSTRY**

MATERIALS AND FUEL USED




OUTPUT (HOME MARKET)

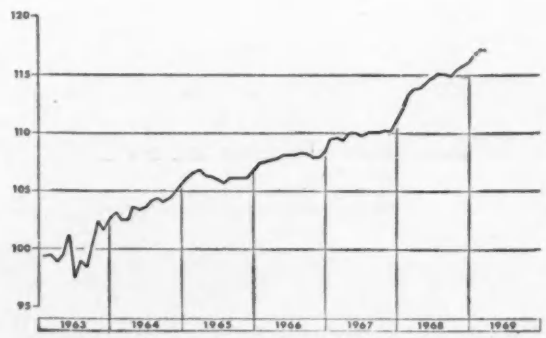


**Table 3(a)** (*Continued*). **Commodities produced in the United Kingdom**

1963 = 100
(monthly averages)

| | | 1968 | | 1969 | | |
|---|---|---|---|---|---|---|
| | | Mar. | Sep. | Jan. | Feb.P | Mar.P |
| 312/1 | Steel tubes | 112·8 | 113·8 | 114·0 | 114·0 | 114·0 |
| 313/3 and 313/4 | Iron castings | 113·3 | 113·5 | 113·8 | 115·1 | 115·9 |
| 321 | Aluminium and aluminium alloy products: | | | | | |
| | Rolled | 126·4 | 129·3 | 129·3 | 132·1 | 134·8 |
| | Extruded and drawn | 124·2 | 126·6 | 126·6 | 130·4 | 134·3 |
| | Castings | 122·1 | 125·4 | 129·6 | 136·6 | 136·9 |
| | Forgings | 116·3 | 116·7 | 117·8 | 117·8 | 117·8 |
| 322 | Brass ingot 65-35, B.S. 1400: B3, delivered. | 230·5 | 198·8 | 229·8 | 232·9 | 229·8 |
| 353/1 | Dental goods | 122·4 | 124·3 | 125·9 | 125·6 | 125·4 |
| 353/2 | Spectacles, etc. | 118·7 | 118·7 | 118·7 | 122·5 | 122·5 |
| 365/1 | Gramophone records, etc. | 104·0 | 104·2 | 104·5 | 104·5 | 104·5 |
| 368 | Domestic electrical appliances | 103·9 | 104·2 | 104·2 | 104·2 | 103·8 |
| 391 | Tools and implements | 116·9 | 118·8 | 119·6 | 119·6 | 121·1 |
| 392 | Cutlery, spoons and forks | 116·2 | 118·2 | 118·7 | 118·4 | 118·6 |
| | Cutlery (other than razors and razor blades). | 122·2 | 122·9 | 123·1 | 123·1 | 123·1 |
| | Spoons and forks | 131·8 | 139·5 | 140·8 | 139·9 | 139·9 |
| 399/6 | Domestic hollow-ware | 136·8 | 137·2 | 137·7 | 138·3 | 141·8 |
| 399/7 | Vats, tanks, cisterns and other industrial hollow-ware. | 108·2 | 112·4 | 113·4 | 113·4 | 113·5 |
| 399/9 | Domestic gas appliances | 102·0 | 102·0 | 102·0 | 102·0 | 102·0 |
| 411 | Man-made fibres | 86·1 | 86·5 | 86·9 | 86·9 | 86·9 |
| 412 | Man-made fibres yarns | 99·4 | 99·9 | 101·7 | 101·8 | 101·8 |
| 412/1 | Cotton and cotton mixture yarns | 128·0 | 131·7 | 135·2 | 133·8 | 133·8 |
| 413/1 | Cotton cloth | 121·9 | 125·1 | 129·3 | 129·8 | .. |
| 413/5 | Man-made fibres fabrics | 106·0 | 106·3 | 107·7 | 107·8 | 107·9 |
| 413/6 | Linen | 122·4 | 123·3 | 124·1 | 124·1 | 124·6 |
| 414/1 | Wool tops | 83·2 | 84·0 | 85·7 | 85·8 | 85·1 |
| 414/2 | Worsted yarns | 94·7 | 97·0 | 98·2 | 98·3 | 97·9 |
| 414/5 | Woollen fabric | 108·6 | 110·1 | 111·3 | 111·8 | 112·2 |
| 415/1 | Jute yarn | 135·4 | 136·2 | 154·7 | 155·8 | 155·8 |
| 415/2 | Jute piece-goods | 135·9 | 135·9 | 147·0 | 147·0 | 147·0 |
| 416 | Rope, twine and net | 95·3 | 95·7 | 97·2 | 97·5 | 97·7 |
| 417 | Hosiery and other knitted goods. | 97·1 | 97·6 | 98·2 | 98·6 | 98·6 |
| 419 | Carpets and rugs | 109·4 | 110·2 | 113·8 | 113·8 | 113·8 |
| 422/2 | Canvas goods and sacks | 98·4 | 105·8 | 113·5 | 113·5 | 113·5 |
| 431/1 | Leather for footwear | 119·6 | 126·9 | 133·6 | 134·6 | 135·1 |
| 432/1 | Travel goods | 114·6 | 115·4 | 117·5 | 117·4 | 117·4 |
| 441-449 | Made-up clothing | 108·0 | 108·8 | 110·3 | 110·4 | 110·5 |
| 441 | Weatherproof outerwear | 105·4 | 105·5 | 105·9 | 105·9 | 105·9 |
| 442 | Men's and boys' tailored outerwear. | 107·1 | 107·5 | 108·3 | 108·4 | 108·4 |
| 443 | Women's and girls' tailored outerwear. | 110·9 | 112·0 | 112·5 | 112·5 | 112·5 |
| 445/1 | Women's and girls' light outerwear. | 110·1 | 111·0 | 114·1 | 114·1 | 114·2 |
| 450 | Footwear | 108·9 | 109·9 | 110·3 | 110·6 | 110·9 |
| 461/1 | Refractory goods, including bricks. | 112.9 | 112.9 | 113·1 | 113·9 | 114·4 |
| 461/2 | Non-refractory goods, including bricks. | 109·4 | 110·0 | 110·0 | 110·5 | 110·6 |
| | Building bricks, fletton, common, *delivered*. | 110·8 | 112·5 | 112·5 | 112·5 | 113·0 |
| | Building bricks, common, other than fletton, *ex-works*. | 119·3 | 120·6 | 118·7 | 118·9 | 118·9 |
| 462/1 | Pottery, electrical ware | 110·0 | 113·2 | 113·2 | 113·2 | 113·2 |
| 462/3 | Domestic china and earthenware | 124·4 | 125·3 | 125·3 | 125·9 | 125·9 |
| 463/1 | Glass (other than containers) | 110·7 | 110·4 | 110·9 | 111·1 | 111·1 |
| 463/2 | Glass containers | 110·8 | 109·6 | 109·6 | 109·6 | 109·6 |
| 464 | Cement, delivered | 109·0 | 109·0 | 109·0 | 109·0 | 109·0 |
| 469/1 | Abrasive paper and cloth | 113·8 | 113·8 | 113·8 | 113·8 | 113·8 |
| 469/2 | Cast stone and cast concrete products | 108·2 | 110·6 | 110·6 | 110·6 | 110·6 |
| 471/1 | Home-grown hardwood, sawn | 107·6 | 109·6 | 110·8 | 111·6 | 111·6 |
| 471/2 | Building joinery | 124·3 | 125·6 | 125·7 | 125·9 | 125·9 |
| 472 | Domestic furniture | 117·2 | 118·5 | 120·0 | 120·6 | 120·6 |
| 473 | Bedding, etc. | 113·8 | 115·4 | 117·7 | 117·9 | 118·2 |
| 475/2 | Wooden boxes, packing cases, crates, etc. | 117·1 | 119·2 | 120·0 | 120·3 | 120·7 |
| 481 | Paper and board | 112·6 | 113·4 | 115·1 | 115·9 | 116·0 |
| 482/1 | Cardboard boxes, carton and fibreboard packing cases. | 114·1 | 114·3 | 118·8 | 120·5 | 120·7 |
| 482/2 | Packaging products of paper, etc. | 115·5 | 113·7 | 113·1 | 113·7 | 113·7 |
| | Paper bags | 110·1 | 106·5 | 111·2 | 112·0 | 112·0 |
| 483 | Manufactured stationery | 112·5 | 114·5 | 114·6 | 116·6 | 117·0 |
| 484/1 | Wallpaper | 130·2 | 130·8 | 124·2 | 124·2 | 124·2 |
| 491/1 | Rubber tyres and tubes | 105·4 | 105·4 | 105·4 | 105·4 | 105·6 |
| 491/2 | Rubber goods (other than tyres and tubes). | 107·1 | 108·6 | 110·0 | 110·3 | 110·8 |
| 492 | Linoleum and felt base | 124·2 | 129·7 | 129·7 | 129·7 | 129·7 |
| 493 | Brushes and brooms | 111·0 | 111·0 | 114·2 | 114·3 | 114·3 |
| 494/1 | Toys and games | 113·8 | 115·3 | 117·2 | 117·2 | 117·3 |
| 494/2 | Perambulators, etc. | 112·2 | 115·3 | 117·3 | 117·5 | 118·3 |
| 494/3 | Sports equipment | 110·8 | 111·1 | 111·7 | 111·7 | 111·7 |
| 495/1 | Pens and pencils | 111·5 | 113·4 | 114·2 | 114·2 | 114·2 |
| 495/2 | Other stationers' goods | 111·7 | 112·0 | 112·9 | 113·7 | 115·1 |
| 496 | Plastic mouldings | 90·3 | 90·9 | 92·0 | 93·2 | 93·3 |

P Provisional.

.. Not available

(*Continued on next page*)

## REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board,

WHOLESALE PRICE INDEX NUMBERS, *continued*

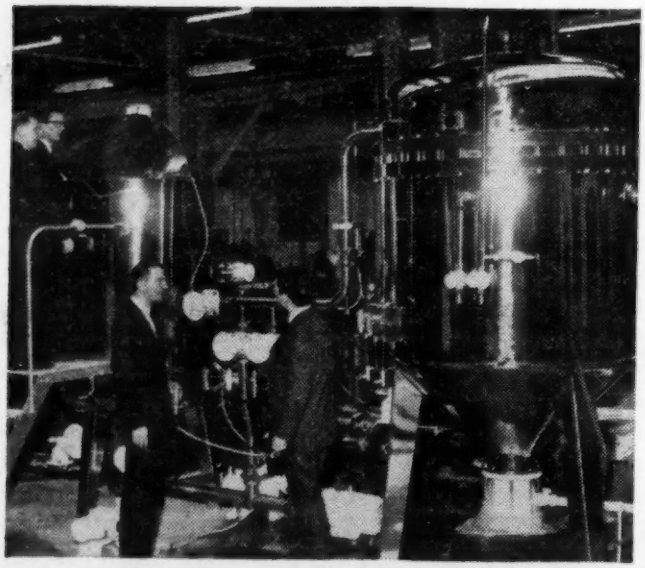
**Table 3(b). Commodities wholly or partly imported into the United Kingdom – 1963=100**

(monthly averages)

| | 1968 | | 1969 | | |
|---|---|---|---|---|---|
| | Mar. | Sep. | Jan. | Feb. | Mar. |
| Hides and skins | 126·8 | 134·6 | 148·1 | 150·1 | 153·2 |
| Imported | 126·3 | 127·9 | 141·9 | 146·5 | 150·5 |
| Native | 127·4 | 143·7 | 156·6 | 155·0 | 156·9 |
| Non-ferrous metals: | | | | | |
| Aluminium, virgin ingot, delivered | 126·4 | 131·5 | 133·4 | 136·7 | 136·7 |
| Copper, ex-ship, wharf or warehouse† | 307·2 | 200·5 | 226·8 | 232·1 | 230·9 |
| Lead, ex-ship, wharf or warehouse† | 156·2 | 167·7 | 169·5 | 172·4 | 174·3 |
| Nickel, refined, delivered | 140·5 | 140·5 | 152·7 | 153·6 | 153·6 |
| Tin, ingot, min. 99·75 per cent, settlement price† | 144·8 | 142·8 | 150·2 | 151·0 | 150·9 |
| Zinc, ex-ship, wharf or warehouse† | 142·1 | 145·0 | 148·4 | 147·3 | 149·4 |
| Oil, resins and gums: | | | | | |
| Linseed oil, crude, Argentinian | 127·9 | 129·1 | 138·2 | 141·3 | 119·9 |
| Palm oil, c.i.f., in bulk | 105·0 | 77·8 | 86·5 | 88·2 | 96·2 |
| Whale oil, crude | 147·3 | 147·3 | 131·4 | 131·4 | 131·4 |
| Pyrites, c.i.f., United Kingdom ports | 162·0 | 152·0 | 161·4 | 159·1 | 157·9 |
| Natural rubber | 78·4 | 87·7 | 94·9 | 103·1 | 111·4P |
| Sulphur, crude (for acid making), c.i.f. | 217·6 | 216·6 | 212·7 | 212·7 | 212·7 |
| Textiles: | | | | | |
| Coir yarn, c.i.f. United Kingdom ports | 113·0 | 114·2 | 119·5 | 121·1 | 122·1P |
| Cotton, raw | 115·4 | 110·1 | 105·0 | 103·5 | 103·6 |
| Jute, raw, PWC grades c.i.f. Dundee | 141·8 | 153·8 | 175·1 | 175·7 | 175·7 |
| Jute, raw, PWB grades, c.i.f. Dundee | 133·2 | 141·6 | 158·9 | 159·0 | 158·2 |
| Silk, raw, delivered mill | 142·5 | 139·1 | 131·0 | 129·3 | 130·0P |
| Sisal, East Africa No. 1 Grade, c.i.f. London | 48·7 | 56·2 | 56·0 | 53·6 | 52·9 |
| Wool, raw | 85·8 | 86·6 | 86·1 | 85·3 | 84·1P |
| Crossbred, medium and coarse, c.i.f. UK | 65·4 | 73·4 | 70·6 | 68·8 | 68·4 |
| Crossbred, fine, c.i.f. UK | 94·4 | 91·0 | 87·7 | 87·2 | 85·5 |
| Merino, c.i.f. UK | 100·3 | 97·7 | 97·6 | 96·6 | 94·6 |
| Timber: | | | | | |
| Imported hardwood (ex-yard or wharf) | 123·9 | 127·6 | 129·5 | 130·3P | 130·7P |
| Imported plywood (delivered to consumers) | 122·4 | 126·6 | 131·8 | 131·7 | 131·7P |
| Imported softwood (delivered to consumers) | 124·0 | 127·1 | 130·0 | 130·8 | 131·2 |
| Woodpulp, imported | 113·0 | 119·2 | 122·6 | 122·6P | 122·6P |

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session.

## BEER FILTERS FOR NIGERIA



*Inspectors from Heineken Technisch Beheer NV of Rotterdam examining a 300 Hl/hr Metalfilter beer filter station at the Manchester works of Stella-Meta Filters. This filter is being supplied to one of their associated breweries in Nigeria, Nigerian Breweries Limited, Lagos. This filter station was ordered by the United Africa Company Limited, London, who are also one of the partners in this Nigerian venture.*

## INDEX NUMBERS OF WHOLESALE PRICES – 1954=100

*The index numbers of wholesale prices relating to* 1963=100 *supersede those previously published on the base* 1954=100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954=100, *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963=100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

**Price index numbers of materials purchased – 1954=100**

| 1958 S.I.C. | | 1969 | | |
|---|---|---|---|---|
| | | Jan. | Feb.P | Mar.P |
| | **Materials Purchased by Manufacturing Industry** | | | |
| Orders III to XVI | Basic materials and fuel used in manufacturing industry | 122·6 | 122·5 | 122·2 |
| | Basic materials | 117·9 | 117·7 | 117·5 |
| | Fuel | 159·0 | 159·0 | 159·0 |
| Orders IV to XVI | Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries | 125·2 | 125·5 | 125·6 |
| | Basic materials other than fuel | 119·2 | 119·4 | 119·5 |
| | **Materials and fuel Purchased by selected Broad Sectors of Industry** | | | |
| 211 to 229 | Food manufacturing industries | 116·5 | 115·7 | 114·9 |
| 263 to 277 | Chemicals and allied industries | 123·5 | 123·6 | 123·7 |
| 331 to 349 (excluding 342) 361 | Mechanical engineering industries | 157·0 | 158·4 | 159·3 |
| | Electrical machinery industry | 153·0 | 154·5 | 155·1 |
| Order X | Textile industries | 101·2 | 100·9 | 100·5 |
| Order XIV 481 to 483 | Timber industries | 136·9 | 137·5 | 137·9 |
| | Paper industries | 124·2 | 124·8 | 124·9 |
| Order XVII | Construction materials | 142·1 | 142·8 | 143·1 |
| Part of Order XVII | House building materials | 145·1 | 145·9 | 146·3 |

P=Provisional.

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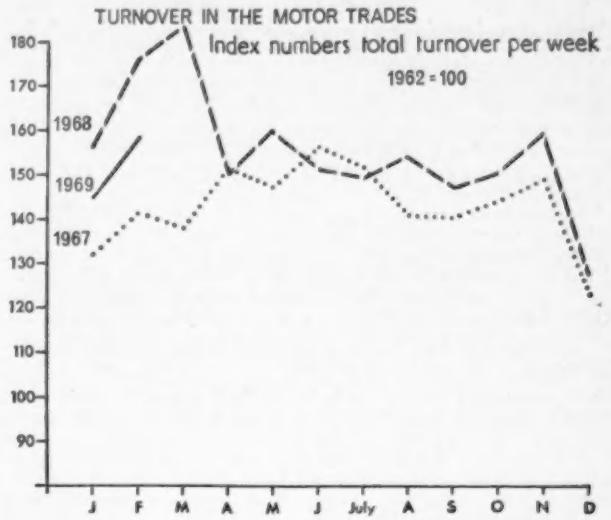
# Turnover of the motor trades in February

THE TOTAL TURNOVER of the motor trades in February was 10 per cent less than in February 1968; this fall follows a decrease, compared with a year earlier, of 7 per cent in January and an average increase of about 5 per cent during the second half of 1968.

Sales of new and used motor vehicles, in January and February taken together, fell by 22 per cent and 14 per cent respectively, compared with the same period in 1968; these decreases were due partly to the unusually high level of car sales in the comparable part of 1968, and partly to the reduced level of sales this year following the November 1968 measures.

Sales of petrol, oil and accessories together with the receipts from servicing and repairs showed a slightly smaller increase (7 per cent) on a year earlier than that recorded in recent months; no significance should be attached to this small change in comparison. This side of motor traders' business continued to grow, but some part of the rise in sales was accounted for by price increases, e.g. higher duty on petrol.




**Index numbers of turnover per week and percentage changes on a year earlier (a)**

1962 = 100

| Kind of business (Turnover in 1962 £ million) | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total turnover (£2,979 million) | 1964 | 127 | 128 | 141 | 125 | 114 | 116 | 132 | 134 | 147 | 138 | 139 | 134 | 120 | 122 | 118 | 127 | 100 |
| | 1965 | 130 | 141 | 140 | 125 | 114 | 124 | 144 | 153 | 147 | 136 | 136 | 140 | 116 | 119 | 120 | 119 | 105 |
| | 1966 | 133 | 146 | 157 | 125 | 106 | 133 | 144 | 158 | 173 | 150 | 149 | 151 | 116 | 112 | 108 | 111 | 99 |
| | 1967 | 143 | 137 | 152 | 144 | 137 | 132 | 141 | 138 | 151 | 147 | 156 | 153 | 142 | 140 | 144 | 149 | 123 |
| | 1968 | 155 | 172 | 154 | 150 | 144 | 156 | 176 | 183 | 150 | 160 | 151 | 149 | 154 | 147 | 150 | 159 | 127 |
| | 1969 | 151(b) | | | | | 145 | 158 | | | | | | | | | | |
| | 1968 | +9 | +26 | +1 | +4 | +5 | +18 | +24 | +33 | —1 | +9 | —3 | —2 | +9 | +5 | +5 | +7 | +3 |
| | 1969 | —9(c) | | | | | —7 | —10 | | | | | | | | | | |
| Analysis of turnover: Sales of new motor vehicles (£1,119 million) | 1964 | 143 | 154 | 167 | 132 | 118 | 136 | 158 | 166 | 185 | 157 | 160 | 148 | 122 | 128 | 123 | 142 | 95 |
| | 1965 | 138 | 172 | 151 | 122 | 109 | 144 | 176 | 192 | 165 | 142 | 147 | 149 | 105 | 113 | 116 | 117 | 96 |
| | 1966 | 136 | 173 | 178 | 112 | 80 | 155 | 166 | 192 | 227 | 160 | 154 | 163 | 92 | 87 | 82 | 88 | 72 |
| | 1967 | 145 | 145 | 159 | 139 | 138 | 139 | 150 | 145 | 161 | 156 | 161 | 151 | 136 | 133 | 143 | 156 | 120 |
| | 1968 | 158 | 204 | 148 | 140 | 141 | 185 | 209 | 214 | 136 | 165 | 144 | 130 | 149 | 141 | 149 | 172 | 111 |
| | 1969 | 154(b) | | | | | 141 | 167 | | | | | | | | | | |
| | 1968 | +9 | +41 | —7 | +1 | +2 | +33 | +39 | +48 | —15 | +6 | —11 | —14 | +9 | +6 | +4 | +10 | —8 |
| | 1969 | —22(c) | | | | | —24 | —20 | | | | | | | | | | |
| Sales of second hand motor vehicles (£568 million) | 1964 | 120 | 124 | 142 | 118 | 96 | 104 | 135 | 132 | 145 | 146 | 136 | 130 | 114 | 113 | 105 | 111 | 75 |
| | 1965 | 119 | 132 | 142 | 110 | 93 | 107 | 138 | 148 | 162 | 142 | 126 | 127 | 104 | 102 | 105 | 98 | 79 |
| | 1966 | 119 | 135 | 153 | 103 | 85 | 111 | 138 | 151 | 158 | 154 | 148 | 129 | 94 | 91 | 89 | 92 | 76 |
| | 1967 | 133 | 124 | 150 | 141 | 117 | 105 | 134 | 133 | 148 | 143 | 158 | 148 | 138 | 139 | 135 | 135 | 89 |
| | 1968 | 137 | 158 | 142 | 135 | 112 | 125 | 174 | 173 | 142 | 149 | 137 | 139 | 139 | 129 | 127 | 126 | 90 |
| | 1969 | 129(b) | | | | | 119 | 139 | | | | | | | | | | |
| | 1968 | +3 | +27 | —6 | —5 | —4 | +19 | +30 | +31 | —4 | +4 | —13 | —6 | +1 | —7 | —6 | —7 | Nil |
| | 1969 | —14(c) | | | | | —5 | —20 | | | | | | | | | | |
| All other sales and Receipts (£1,292 million) | 1964 | 116 | 106 | 118 | 122 | 118 | 104 | 109 | 106 | 114 | 118 | 122 | 124 | 121 | 121 | 119 | 120 | 115 |
| | 1965 | 127 | 118 | 129 | 133 | 128 | 115 | 119 | 121 | 126 | 129 | 131 | 137 | 130 | 132 | 131 | 131 | 124 |
| | 1966 | 138 | 128 | 140 | 146 | 137 | 124 | 126 | 132 | 133 | 141 | 146 | 151 | 146 | 143 | 139 | 140 | 133 |
| | 1967 | 144 | 136 | 146 | 150 | 146 | 138 | 137 | 134 | 144 | 141 | 151 | 156 | 149 | 145 | 148 | 149 | 141 |
| | 1968 | 160 | 151 | 164 | 165 | 160 | 144 | 147 | 160 | 165 | 161 | 164 | 171 | 166 | 159 | 162 | 161 | 157 |
| | 1969 | 159(b) | | | | | 160 | 158 | | | | | | | | | | |
| | 1968 | +11 | +11 | +12 | +10 | +10 | +5 | +8 | +19 | +15 | +14 | +9 | +9 | +12 | +9 | +10 | +8 | +11 |
| | 1969 | +9(c) | | | | | +11 | +7 | | | | | | | | | | |

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by the February 1969 turnover was the four weeks from January 26, 1969 to February 22, 1969; the corresponding period in 1968 was from January 28, 1968 to February 24, 1968.
(b) Index numbers for period January and February 1969.
(c) Percentage change for period January and February 1969 compared with the corresponding period of 1968.

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# Trends in insurance companies' investment

TOTAL NET INVESTMENT by insurance companies in the fourth quarter of 1968 at £200.8 million was £7.2 million lower than that of the previous quarter, but £17.5 million more than in the corresponding quarter of 1967.

The provisional figure of investments for 1968 at £819.7 million excluding agents' balances, reinsurance balances, etc., is £114.4 million higher than that for 1967, but due account must be taken of the introduction in these statistics as from January 1, 1968, of the 10 Commonwealth Life companies who are members of the British Insurance Association. In the next quarterly article, final figures for 1968 will be shown.

## Life funds

Net investment by life funds in the fourth quarter of 1968 was £186.8 million, £3.6 million more than in the previous quarter. There was a net disinvestment of £9.8 million in Government securities (mainly due to selling of long-dated securities) compared with a net investment in the previous quarter of £49.3 million. Despite a fall in capital issues, net investment at £85 million in company securities was 12 per cent higher than in the third quarter, the investment being in debentures and ordinary shares as before accompanied by further disinvestment in preference shares.

Net investment of £45.5 million in mortgages and loans was £7.4 million more than in the previous quarter and almost treble that of the investment in the corresponding quarter of 1967. House purchase loans were £1.8 million lower than in the third quarter of 1968, but at £22.9 million were, with the exception of the previous quarter, the highest quarterly investment since the third quarter of 1965. Investment in land, property and ground rent rose to £39.4 million, the highest quarterly net investment since these statistics were first published, and £6.4 million higher than in the previous quarter.

Holdings of cash and other short-term assets rose by £24 million, a little over half of which was in cash, compared with a net fall of £10 million in cash and other short-term assets in the third quarter. Holdings of United Kingdom local authority bills, and other short-term assets rose by £3.8 million and £7.5 million respectively.

## General funds

Net investment of £14 million in the fourth quarter of 1968 was £10.9 million less than in the previous quarter, but £4.2 million higher than in the coresponding quarter of 1967. The most significant feature in the fourth quarter was investment of £16.8 million in company securities, the highest quarterly investment by general

(*Continued on next page*)

**Transactions in assets of insurance companies (1)**

£ million

| ASSETS | LIFE FUNDS | | | | | GENERAL FUNDS | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Net Investment 4th qtr. 1967 | Net Investment 3rd qtr. 1968 | 4th quarter, 1968 | | | Net Investment 4th qtr. 1967 | Net Investment 3rd qtr. 1968 | 4th quarter, 1968 | | |
| | | | Assets Acquired | Assets Realized | Net Investment | | | Assets Acquired | Assets Realized | Net Investment |
| Public sector securities: | | | | | | | | | | |
| British government and government guaranteed securities: | | | | | | | | | | |
| Period to maturity: | | | | | | | | | | |
| Up to 5 years | — 24·0 | — 4·9 | 50·3 | 51·5 | — 1·1 | — 0·8 | — 5·5 | 11·2 | 10·5 | + 0·7 |
| Over 5 and up to 10 years | — 7·3 | — 11·3 | 13·2 | 14·4 | — 1·2 | — 1·4 | — 3·6 | 1·5 | 2·3 | — 0·7 |
| Over 10 and up to 15 years | + 11·1 | — 6·4 | 18·9 | 12·2 | + 6·7 | + 2·4 | — 1·9 | 1·9 | 3·5 | — 1·6 |
| Over 15 years | + 84·6 | + 68·7 | 162·9 | 166·6 | — 3·8 | + 8·3 | +10·0 | 23·5 | 21·7 | + 1·8 |
| Undated | + 5·5 | + 3·3 | 19·2 | 29·5 | — 10·4 | — | — 0·1 | 1·5 | 2·4 | — 0·8 |
| Total of British government and government guaranteed securities | + 70·0 | + 49·3 | 264·5 | 274·3 | — 9·8 | + 8·5 | — 1·0 | 39·7 | 40·3 | — 0·6 |
| Local authorities, etc., securities | — 3·7 | + 2·4 | 9·2 | 7·8 | + 1·4 | — 1·9 | + 0·7 | 1·7 | 2·5 | — 0·8 |
| Total of public sector securities | + 66·4 | + 51·8 | 273·7 | 282·1 | — 8·4 | + 6·6 | — 0·4 | 41·4 | 42·8 | — 1·4 |
| Company securities: | | | | | | | | | | |
| Ordinary shares | + 29·0 | + 29·0 | 130·6 | 91·3 | + 39·3 | +12·9 | + 6·6 | 32·3 | 23·1 | + 9·3 |
| Preference shares | — 13·3 | — 7·5 | 5·6 | 16·9 | — 11·3 | + 3·5 | + 3·6 | 11·0 | 5·0 | + 6·0 |
| Debentures, etc. | + 56·7 | + 54·0 | 80·9 | 24·0 | + 56·9 | — 2·7 | — 0·1 | 5·0 | 3·5 | + 1·5 |
| Total of company securities | + 72·4 | + 75·5 | 217·1 | 132·1 | + 85·0 | +13·6 | +10·2 | 48·3 | 31·5 | +16·8 |
| Mortgages and loans: | | | | | | | | | | |
| Home – House purchase loans | + 6·4 | + 24·7 | 46·7 | 23·8 | + 22·9 | + 0·1 | + 1·0 | 1·7 | 1·0 | + 0·7 |
| Other mortgages and loans | + 8·5 | + 12·8 | 42·9 | 20·2 | + 22·7 | — 0·6 | — 0·8 | 0·7 | 0·5 | + 0·2 |
| Overseas | + 0·7 | + 0·6 | 0·7 | 0·8 | — 0·1 | + 0·3 | — 0·1 | 0·6 | 0·5 | + 0·1 |
| Overseas government, etc., securities | + 4·3 | — 5·3 | 5·6 | 4·8 | + 0·8 | + 0·4 | + 0·2 | 1·3 | 2·7 | — 1·4 |
| Land, property and ground rents | + 29·2 | + 33·0 | 43·4 | 4·0 | + 39·4 | —12·0 | + 1·4 | 2·4 | 12·8 | —10·3 |
| Other investments | — 0·1 | + 0·2 | 0·9 | 0·2 | + 0·6 | — | — 0·1 | — | 0·1 | — 0·1 |
| Total of other investments | + 49·0 | + 66·0 | 140·2 | 53·9 | + 86·3 | —11·8 | + 1·6 | 6·8 | 17·5 | —10·7 |
| Total of investments | +187·8 | +193·2 | 631·0 | 468·1 | +162·9 | + 8·5 | +11·4 | 96·5 | 91·8 | + 4·7 |
| | | | BALANCES | | | | | BALANCES | | |
| | | | Sept. 30 1968 | Dec. 31 1968 | | | | Sept. 30 1968 | Dec. 31 1968 | |
| Cash and other short-term assets: | | | | | | | | | | |
| Cash in hand and with UK banks | + 6·7 | + 3·4 | 24·8 | 37·4 | + 12·6 | + 2·7 | +16·8 | 55·8 | 67·8 | +12·0 |
| UK local authority bills and temporary money | — 14·1 | — 12·1 | 25·2 | 29·0 | + 3·8 | — 0·3 | — 5·1 | 9·8 | 7·4 | — 2·3 |
| Other short-term assets | — 6·9 | — 1·4 | 9·7 | 17·2 | + 7·5 | — 1·1 | + 1·7 | 22·5 | 22·1 | — 0·3 |
| Total cash and other short-term assets | — 14·3 | — 10·0 | 59·7 | 83·6 | + 24·0 | + 1·2 | +13·5 | 88·0 | 97·3 | + 9·3 |
| Total net investment | +173·6 | +183·2 | | | +186·8 | + 9·8 | +24·9 | | | +14·0 |

– nil or less than £.05 million.
(1) Includes Commonwealth life funds in respect of their United Kingdom business in 1968.

funds in the six years of these statistics. More than half of the investment was in ordinary shares and most of the remainder in preference shares. This investment in preference shares contrasts with the life funds, where disinvestment in this type of security has been noticeable in recent quarters. As in the corresponding quarter of 1967 there was a large disinvestment in land, property and ground rents, amounting to £10.3 million (£12 million in 1967). This disinvestment may be due to mergers and acquisitions of subsidiary companies as a result of which, land and property has been switched from non-life to life funds, and surplus accommodation has been disposed of.

**Note:**

The statistics relate to the United Kingdom insurance companies and the Commonwealth life companies (in respect of their United Kingdom business), which are members of the British Insurance Association, and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Full definitions were given in the *Board of Trade Journal* of August 16, 1968 (page 486). The figures have been rounded and totals are not always equal to the sums of their components.

## Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, April 11, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| **BRITISH** | | | | | |
| Mining Review No. 8 – 22nd Year | Br/E 34065 | 10 | April 8 | Data Film Distributors Ltd. | National Coal Board. |
| The Year of Sir Ivor | Br/E 34066 | 51 | April 8 | Warner-Pathe Distributors Ltd. | Owens, Capey and Associates. |
| Lock Up Your Daughters | Br/E 34067 | 102 | April 8 | Columbia Pictures Corp. Ltd. | Domino Productions Ltd. |
| Rulers of the Elements | Br/E 34068 | 23 | April 8 | Rank Film Distributors Ltd. | Rank Advertising Film[illegible] Ltd. |
| Look at Life Series 39: *After the Queen's Visit* | Br/E 34071 | 10 | April 10 | " " | Rank Film Distributors Ltd. |
| Darling, Do You Love Me? | Br/E 34073 | 4 | April 10 | Connoisseur Films Ltd. | Robert Whitaker. |
| Movietone News 2079 | Br/E 33798 | 7 | April 11 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 2079A | Br/E 33799 | 8 | April 11 | " " | " " |
| Pathe News 69-29 | Br/E 33850 | 7 | April 11 | Warner-Pathe Distributors Ltd. | Associated British-Pathe Ltd. |
| Pathe News 69-30 | Br/E 33851 | 8 | April 11 | " " | " " |
| **FOREIGN** | | | | | |
| Mouse Trek | F 34053 | 7 | April 8 | Paramount Pictures (U.K.) Ltd. | Paramount Pictures Corp. |
| The Wet Memorandum | F 34054 | 10 | April 8 | " " | " " |
| The Old West Trail | F 34055 | 17 | April 8 | " " | " " |
| Ballet in the Blue | F 34056 | 10 | April 8 | " " | " " |
| Basic Brown, Basic Blue | F 34057 | 10 | April 8 | " " | " " |
| Winning Styles | F 34058 | 9 | April 8 | " " | " " |
| The World's Richest Horse Race | F 34059 | 10 | April 8 | " " | " " |
| The Mini Squirts | F 34060 | 7 | April 8 | " " | " " |
| Half Time U.S.A. | F 34061 | 9 | April 8 | " " | " " |
| Monsieur Tete | F 34062 | 13 | April 8 | Contemporary Films Ltd. | Le Film Armorial, Paris. |
| (a) Theorem<br>(b) Teorema | F 34063 | 98 | April 8 | Eagle Films Ltd. | Aetos Film, Rome. |
| (a) Oedipus Rex<br>(b) Edipo Re | F 34064 | 104 | April 8 | " " | Arco Film, Rome. |
| Pendulum | F 34069 | 102 | April 9 | Columbia Pictures Corp. Ltd. | Pendulum Productions Inc. |
| The Desperados | F 34070 | 90 | Aptil 9 | " " | Meadway Productions Inc. |
| Sweet Charity | F 34072 | 157 | April 10 | Rank Film Distributors Ltd. | Universal International Films, Inc. |
| The Killing of Sister George | F 34074 | 139 | April 11 | Cinerama International Releasing Organization | Palomar Pictures International. |

**AMENDMENT TO THE REGISTER:**
The playing time of the film 'Container Port' (Br/E 33312) registered on July 19, 1968, has been amended to 10 minutes.

## Cinema admissions and takings in January

DURING JANUARY, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 5.26 million and the weekly average of gross box office takings was £1.37 million.

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# Exhibitions and Fairs

## *Strongest British representation ever at Munich Fashion Week*

**A report from the British Consulate-General, Munich**

IN APRIL 1960 when the Fashion Week was first held in Munich, there were 28 exhibitors all displaying in hotel suites in the centre of town. At the 19th Fashion Week held from March 23-27, 1969 there were 1,260, of whom 920 exhibited in 12 halls covering an area of 52,000 square metres at the Munich Fair Grounds, while the remainder showed either on their own premises or in hotels.

With the growth of the Fashion Week so has the importance of Munich as a leading German Federal Republic fashion centre increased. And this development has been fully recognized by British manufacturers, who this spring had their strongest contingent ever. The products of 52 British manufacturers of ladies' outerwear were on display and of these 29 were accommodated on a superb combined stand organized jointly by the Board of Trade and the Clothing Export Council of Great Britain. It was impressive and colourful and more than just a static display of garments. The well-known London producer Miss Patricia Laffan was especially commissioned by the Clothing Export Council to put on a lively fashion show, which enabled four garments from each of the 29 sponsored exhibitors to be shown three times daily throughout the duration of the fair. In designing the fashion display area allowance had been made for 100 persons to be seated. In practice, an average of 300 people attended each showing, so by the end of the fair over 4,000 buyers and visitors had seen British fashion in action.

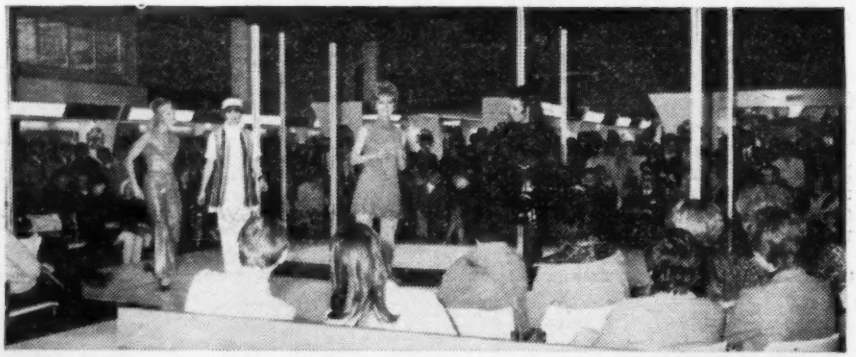
Prominent visitors to the British stands included the Bavarian Minister of Economics, Dr. Schedl, as well as HM Consul-General G. H. Baker and HM Consul (Commercial) Nicol Morton. The Mayor of Munich, Albert Bayerle, and some 60 members of the Munich City Council also visited the British stands and a special fashion show was arranged for their benefit.

The organizers of the Fashion Week claim as organizers of such events invariably do that the number of buyers to the fair had again increased. This was in conflict with the views held by most British exhibitors, who felt that buyer traffic had diminished. Even so, the majority of British exhibitors were able to achieve and in some cases exceed the number of orders booked at the last Fashion Week held in October 1968. Indeed most British exhibitors reported a keen continued interest in their products by German buyers, which again is evidence of the influence London is having on international fashion. Others found their visits worthwhile because of orders they received from Swiss and Austrian customers who were much in evidence. In addition to taking orders, however, there are many other advantages to be gained by participating in such events. Fashion trends can be observed first hand, manufacturers can become familiar with continental trading practices, and above all they can test the strength of international competition.

The importance of the Munich Fashion Week was again underlined by the strong participation by other foreign countries, including France (148 exhibitors), Italy (54), Austria (19) and Switzerland (15). The French group, sponsored by the 'Fédération Française des Industries du Vêtement Féminin', displayed their wares in their own individual style and were well supported; but it was the British stand with its swinging fashion shows that attracted the attention.

Success stories were reported by a number of British exhibitors including Laddies Sportswear, who although exhibiting for the first time were well pleased with results. The 'Old England' watch stand saw a constant stream of buyers and their representative considers future prospects to be very good. Quite enthusiastic about business done was the London Fur Fashion Export group, with their very comprehensive range of fashionable coats.

British exhibitors are now well established at Munich, but only their continued presence will help ensure that the export of British ladies' outerwear continues to rise. It is essential that manufacturers interested in participating at the next Munich Fashion Week to be held from October 5-9, 1969 should make early application for space. This can be done either through the Clothing Export Council of Great Britain, 54 Grosvenor Street, London, W.1, or through the organizers direct at Mode Woche Muenchen, 8 Muenchen 12, Theresienhoehe 15.



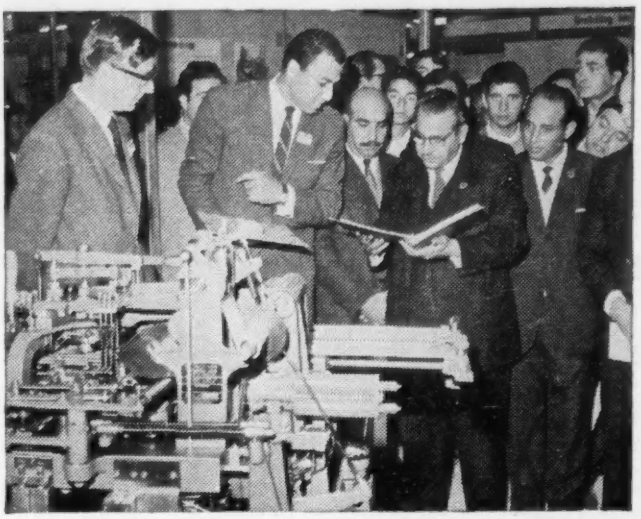
*Left: Discussions with buyers visiting the British combined stand during the Munich Fashion Week. Right: Over 4,000 visitors crowded the fashion parade area to watch British fashion in action.*

### PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

***Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.***

***But Commercial Representatives must receive material on events well in advance – three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the Board of Trade Journal.***

*Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, flew out to the Lyons Trade Fair on British Day to look at United Kingdom exhibitors' stands. Picture shows Mrs. Dunwoody on the stand of the Worcester Valve Company Ltd., Sussex. On her left are M. Perrier, president of the fair; a representative of Worcester Valve; Mr. J. O. McCormick, Consul-General at Lyons; and Mr. J. D. R. Burn, Vice-Consul Commercial at Lyons.*



*HE Wanis al Gaddifi, Prime Minister of Libya (centre with book), discusses details of British equipment on display at the Tripoli International Fair. To his right is HE Ahmed Nagem, Minister of Trade and Economy.* *(Report on page 1124.)*

# *British firms get a warm welcome at Lyons Trade Fair*

**A report from the British Consulate-General, Lyons**

THE LYONNAIS weather took its revenge upon the British exhibitors this year at the 51st International Lyons Fair, for having basked in glorious sunshine in 1966, 1967 and 1968, they were this year subjected to rain and snow storms, which worsened as the fair neared its close on March 31, and a numbing cold which would have depressed the most hardened exhibitor were it not for the warmth of the Lyonnais welcome and the widespread interest shown in all the British products displayed.

Britain had again the largest official national participation, grouping 45 firms in Board of Trade joint ventures sponsored by the Scotch Whisky Association, the London Chamber of Commerce, the Business Equipment Trade Association, the Gifts and Fancy Goods Association, and the Federation of Sussex Industries. A Commercial Information stand in the section occupied by the national prestige stands was manned by the staff of the Commercial Section of the British Consulate-General at Lyons and attracted large crowds of speciators, fascinated by the colour slides of aspects of British industry, projected on to a divided screen by nine synchronized projectors.

George Bucknall, sales director of Multico Woodworking Machining Sales Limited, was highly delighted by the interest shown in his woodworking equipment, which was selling on novelty as well as price and quality. He had many requests for the agency for his equipment in the Lyons area and felt confident of appointing others in areas outside Paris from the inquiries received.

A. Arenson (Exports) Limited, exhibiting for the third time in the office furniture section, were particularly pleased after recently landing an important order for 100 desks from the Municipality of Lyons.

Chubb & Sons Lock and Safe Company Limited were surprised at the enormous interest shown by local bankers in their cash dispensing machine, and have sufficient expressions of interest to keep them active for another six months.

Ancemat representing five British mechanical handling firms had taken so many orders in the first three days of the fair that they were determined to exhibit again next year even before the fair ended. One customer was so convinced that the portable hoist of Didsbury Engineering Company Limited would solve his immediate problem of handling a particularly difficult load that he bought on the spot and walked out with the hoist on his shoulder! Also in the mechanical handling section, 'W' Ribbons Ltd. had expressions of interest from Spain, Switzerland and Germany as well as one from Iran. The Hatton Chain Company Limited and Columbia Products had a much more successful year than last time, and both managed to appoint an agent for the Rhône-Alpes Region. Payne & Holloway received orders from all over France as well as from North Africa.

March 25 was designated British Day and Mrs. Dunwoody, Parliamentary Secretary at the Board of Trade, flew out specially to Lyons in the Board of Trade's Hawker Siddeley 125. A whirlwind tour to each one of the 45 British exhibitors on the various joint ventures was followed by Press and TV interviews and then the traditional lunch. A contingent from the Royal Scots evoked strong memories of British Week on each occasion when their drummers and pipers played throughout the day, and the official cortége visiting the stands with Mrs. Dunwoody was given extra colour by the two escorting pipers who announced Mrs. Dunwoody's arrival from afar with the skirl of the bagpipes.

A gala cocktail party was held in the evening by the Scotch Whisky Association and the Chambre Syndicale des Importateurs de Gin et de Whisky wnen important personalities were admitted to the Order of the Compagnons d'Usquebaugh.

This highly successful fair for the British contingent closed with the sun beginning to shine again, leaving a promise for better things to come for those remaining in Lyons and many business contacts and firm orders to be followed up in France for those returning to the United Kingdom.

## BRITISH COMMERCIAL INFORMATION OFFICE AT HANOVER FAIR

*At this year's Hanover Trade Fair (April 26 to May 4) there will be an official British Commercial Information Office in Hall 6 (Internationaler Treffpunkt) Room 11 manned by members of the Commercial department of the British Consulates General in Hanover, Hamburg, Berlin and Stuttgart and the British Embassy in Bonn.*

*The function of this office will be to answer questions on British industry and to be of general assistance to British Exhibitors.*

*Should you wish to contact this office the telephone number is Hanover 89-3211 and 89-3251. The telex number is 203-9248323 and the answer back is 9248323 brgrd.*

*The British Consulate General Hanover has now had telex installed in its own office as well. The telex number is 203-9 23 26 3, answer back bcghn.*

*Mr. J. S. Rooke (right), Minister (Economic) at the British Embassy in Paris, visited the English Electric Valve Co. stand at the Salon International des Composants Electroniques, Paris, recently. He is seen here with, left to right: Mr. John Montgomery-Smith, assistant sales manager; and Mr. Mark Knight, press and exhibition officer.* 458

# Solid results gained by British exhibitors at Tripoli Fair

**A report from the British Embassy in Libya, Tripoli**

'THE BEST Tripoli Fair yet'; 'Even more successful than we expected'; 'Most satisfied'; 'Very substantial business'; 'We definitely want to come back again'. These were some of the comments among the British exhibitors as the Eighth Tripoli International Fair (March 6-26) drew to a close. About 55 British firms were represented in the official British exhibit organized by the Central Office of Information on behalf of the Board of Trade with the strong support of the Committee for Middle East Trade.

The preliminary reports of individual achievements were most encouraging. All stands received a large volume of inquiries and a significant number of the exhibitors referred to initial orders in the region of £50,000. There were confident expectations of substantial orders to follow the fair.

British passenger and commercial vehicles, machine tools, furniture, printing and office machinery as well as construction material and hand tools attracted attention. Both BMC and Rootes were strongly represented in the British display and expressed satisfaction at their results. The Jaguar XJ6 was on display for the first time in Tripoli and 12 cars were sold within the first three days. Raleigh bicycles were the focus of fascinated crowds, and from Benghazi alone drew firm orders worth £40,000, while in Tripolitania some 1,000 bicycles were sold. At all other stands, business was generally brisk, and many large orders and contracts are under negotiation. Crittall-Hope Export, for example, have secured valuable contracts for steel windows and doors for Benghazi University and the Idris Housing Scheme; and have hopes of orders for a housing contract in Tripoli.

British consultancy firms were represented under the auspices of the British Consultants Bureau, whose stand and specialized information service attracted the interest of government officials and local contractors. Useful contacts were consolidated at a reception and film show held in the pavilion for members of the Libyan Society of Engineers.

A welcome feature of this year's British pavilion was a joint exhibit of building materials co-ordinated by the Building Exhibition Overseas Division. Eleven firms joined together for this timely display and substantial business has already been achieved by some of the firms represented.

In addition to the inquiries received by individual exhibitors manning their own stands, the British Trade Inquiry Centre, staffed by the Commercial Department of the British Embassy, handled many inquiries, including some from other countries.

The Libyan Prime Minister and members of the Government were shown around the British display by HM Ambassador, Sir Roderick Sarell, on the opening day of the fair. Several Ministers and senior Government officials subsequently returned to the pavilion for discussions with exhibitors. Many other useful contacts were made at the British National Day reception, attended by nearly 1,000 guests. Mr. Kenneth Dick, the chairman of the Committee for Middle East Trade, who attended the fair as the official guest of the Libyan Minister of Economy, was also present.

Twenty-six countries, including Italy, the Federal Republic of Germany, Switzerland, Holland, Japan and most East European and Arab countries, were represented at the fair. This number is slightly fewer than last year, due to a late reversal of the intention that the 1969 fair should be a national event. The general standard of displays was higher than ever before.

Libya requires a vast range of machinery, agricultural and constructional equipment, and building materials for her far-reaching development plans. At the same time, the demand for consumer goods is ever increasing, as the country's vast oil wealth filters down to the man in the street. In all fields there is a growing demand for improved quality as the standard of living rises. There was widespread comment that many more British manufacturers of consumer goods could have used the fair as a medium for entering the market; as in previous years, the British firms in this category who participated did extremely well.

The Tripoli International Fair is likely to be held again in March 1970, and British firms interested in trading with Libya are strongly advised to consider participation in this event. Full information about the next event will be available from the Trade Fairs Branch, Board of Trade, 1 Victoria Street, London, S.W.1. Since demand for space may be heavy, please register your interest with the Board of Trade now.

# Demand for British footwear at New York Shoe Fair

**A report from the British Trade Development Office, New York**

BRITISH footwear manufacturers, continuing their successful export drive on the United States market, have recently taken part in another American trade show. A group of 11 firms sponsored by the British Footwear Manufacturers Federation participated under Board of Trade joint venture terms in the National Shoe Fair of America held in New York from March 23 to 26. All experienced exporters familiar with the requirements of the American market, their new footwear ranges for the coming Fall season proved much in demand by store buyers from all over the country.

The New York Shoe Fair, as it is commonly termed, is one of the largest footwear trade shows held in the United States and is attended by nearly 10,000 buyers. It is located in three neighbouring commercial hotels in mid-town Manhatten and more than 700 exhibitors were grouped according to type of footwear or accessories being shown. On this occasion imported lines were displayed in individual showrooms at the Hotel New Yorker, where British manufacturers in the joint venture occupied part of the 12th floor.

Once again there was a strong accent on men's boots and shoes in the footwear displayed by the British exhibitors. Fashionably styled ankle and mid-calf boots for men, for formal as well as informal wear, were particularly popular with buyers. So, too, were men's casual step-in shoes in light, flexible leathers, whilst traditional classic-styled men's welted footwear continued to find appeal among the more conservative customers. Prices, ranging from medium to high, for most British footwear lines were found acceptable and attracted sizeable orders from many buyers. Two companies offered footwear for women and another showed a full range for children, including ankle-length bootees for the very young and mid-calf boots for the teenager. American buyers evidenced a much keener interest than hitherto in stylish women's shoes and fashion boots from Britain which were ordered well.

At the end of the four-day show several of the British participants planned extensive sales trips to other American cities to make personal visits to stores; others aimed to go on to Canada to tackle the market there. Most exhibitors expressed considerable satisfaction at the business secured at the New York Shoe Fair and contemplated returning to the United States for the National Shoe Fair to be held in Chicago early in October.

Imports into the United States of British footwear in 1968 were valued at over $17.4 million, a gain of 62 per cent over the previous year's total. The United States now takes about a quarter of Britain's footwear exports and is the largest overseas market for the industry.

*A lesson in shoe design for Mr. John Ford, Commercial Counsellor at the British Embassy in Rome (centre), from Mr. John Pollock (left) and Mr. John Hlustik (right) of John Hlustik Ltd., one of the British firms who participated in the International Shoe and Leather Exhibition, Bologna.*

**CATALOGUES OF GOVERNMENT PUBLICATIONS**

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

# *Electronics marketing in the US — a 25,300 million dollar market*

**By K. McNamara, Commercial Officer, British Trade Development Office.**

*Left: In discussion on the Marconi stand at the IEEE Exhibition, New York, left to right: Mr. M. Fitzpatrick, Calvert Electronics, New York; Mr. Jacques Doyle and Mr. Bob Scanlon, C.S. Associates, Syracuse, New York; and Mr. Dennis Gill, the Marconi Co. Right: Part of the British joint venture at the show.*

THIRTY-ONE BRITISH manufacturers exhibited a comprehensive range of instruments and components at the annual International Convention and Exhibition of the Institute of Electrical and Electronics Engineers at the New York Coliseum between March 24 and 27. The joint venture was sponsored by the Electronic Engineering Association in co-operation with the Board of Trade, with the support and assistance of the Electrical/Electronics Committee of the British American Chamber of Commerce, New York. The event was not open to the public, but registered attendance was in excess of 60,000, a little down on 1968. This exhibition held annually in New York is undoubtedly the most important in the United States covering the electrical and electronic industries. Some 655 exhibitors displayed components, instruments and complete equipment, communications equipment and systems, instruments for test and measurement, microwave equipment, production tools and new materials, machinery, services and publications. Foreign exhibitors occupied more than 60 booths with, in addition to the British exhibits, 20 Japanese firms, 15 Canadian, 6 Danish and 4 German. The Canadian and Danish exhibits were also Government sponsored.

A feature of each exhibition is the excellent accompanying technical programme. This year it consisted of 52 sessions at the New York Hilton Hotel. Four special microwave sessions were included and in keeping with the American Space Programme one highlight session was held at the New York Hayden Planetarium entitled 'Manned Lunar Exploration in the 1970's'.

A noticeable trend of this year's show was an increased tendency towards miniaturization of instruments and other equipment applicable to measurement and control as well as miniaturization of power supplies. Developing markets were indicated by the demand for automatic test unit systems designed to measure the characteristics of increasingly complex circuits – this small segment of the market was projected at $30 million for 1969 – and an unusually rapid growth in the market for time shared data processing services and computer equipment. The aerospace and avionics market is also very healthy and research and development in this area is having an increasing influence on the application of electronics in daily living. The value of the United States electronics market for 1969 is projected at $25,300 million, an increase of 6.5 per cent over 1968. The magnitude of this figure is no doubt largely responsible for a marked increase in interest in the United States market over the past year on the part of foreign manufacturers. The Japanese in particular have accelerated their efforts, although domestic manufacturers claim that they have not so far felt the effect. In turn, United States exports are increasing rapidly and a majority of large American manufacturers have forecast that in 1969 they will increase sales in overseas markets by an average of 20 per cent to 30 per cent.

Several of the British firms participating in the joint venture at the IEEE Show are already actively selling in the United States and were represented by their subsidiaries or established agents, but for others it was their first look at the American market. The difficulties and frustration of entering the United States market can perhaps be discouraging to a newcomer, but the rewards of success make it well worthwhile. If, after their basic market research, a British company consider that their products have potential they would find the IEEE Show invaluable for further market analysis and as a means of experiencing at first hand the requirements of selling in the United States. The show also provides the opportunity to obtain reliable industry reactions and evaluation of the acceptability of a product line. The 1970 IEEE will be held at the New York Coliseum between March 23 and 26, and preliminary planning for a British joint venture has already started. Companies which have been casting an eye in the direction of the United States market should start now to investigate the possibility of participation.

# *Direct selling is a successful move at 1st Brussels Book Fair*

**A report from the British Embassy, Brussels**

IT IS ALWAYS pleasant to report on a new and successful exhibition. It is even more so when one can report that not only was the British stand the biggest, but, by general acclaim, the best. All these things can be said about the 1st Brussels International Book Fair which was held in the Centre Rogier in the heart of Brussels from March 21-30.

This exhibition, which must now become an item in all publishers' calendars, is unique in that books can be sold directly from the stand to the general public. This was a very shrewd, if unorthodox, move for, although Belgians love exhibitions, they are not, perhaps, such bookshop browsers as the British. But coming to this exhibition they found just that, for the British publishers were singularly fortunate in having the management of their stand in the capable hands of Mr. A. Rowet, the manager of W. H. Smith's Brussels bookshop. Mr. Rowet and his staff sold 600 of the 1,500 titles on the British stand, bringing in over £1,000. But these sales were, of course, only the tip of the iceberg. It has, as yet, been impossible to evaluate the tremendous number of inquiries with which Mr. Rowet and Mr. Gowers, the secretary of The Publishers' Association, who were at the British stand full time, were inundated. In addition, many of the 81 British publishers with titles on the stand sent representatives for at least part of the exhibition, who were able to take advantage of their time in Brussels to meet Belgian booksellers – Belgium is, after all, a compact market with all the main towns very easily accessible from Brussels – and to find out problems and prospects first hand.

Several features of the British stand attracted comment. First, it was the only stand which had a sign on the top. 'Books from Britain' could be seen from all corners of the exhibition hall and inevitably drew people towards the British stand which was, on closer inspection, guarded by a lifesize Lifeguard. A further original touch – customers at the British stand took their purchases away in Union Jack carrier bags. Small points, perhaps, but they were noticed and were commented upon by many, including HRH the Prince of Liège who officially opened the exhibition.

The British Ambassador, HE Mr. John Beith, paid an official visit to the exhibition – and helped to swell the purchases at the British stand!

What of next year? The organizers are already in the planning stages. The first thing they have to take into account is that the ten countries which participated this year will be joined next year by several others – including, so it is said, the Americans. More people will visit the exhibition next year – this year's forecast of 50,000 was an underestimate of 10,000. Will the formula of a selling exhibition change? No, but the organizers might set several mornings aside for professional business. Finally, the British stand will almost certainly have to be bigger to accommodate all these who would like to exhibit. Perhaps next year there will be two Lifeguards?

*Left: HRH Prince Albert of Liège (centre), who opened the 1st Brussels International Book Fair, was one of the many visitors to the show who commented on the attractiveness of the British stand. Prince Albert is pictured here walking through the British section, accompanied by (left) Mr. R. Gowers, secretary of the Publishers' Association, and Mr. J. J. Schellens, president of the Belgian Publishers' Association. Right: Visitors examine books for sale on the British stand.* (*Report on page* 1125).

## *Caravan manufacturers consolidate last year's gains at Canadian National Sportsmen's Show*

**A report from the British Government Office in Toronto**

ANOTHER Canadian National Sportsmen's Show has come and gone as another winter rolls by. Held in Toronto from March 14 to 23, the show serves to symbolize those warm summer days ahead and all that that means to the dinghy sailor, the fisherman, the hunter, the backwoodsman and to anyone who wants to get away from it all.

Canadians are great cottagers – the Friday evening exodus from Toronto to what are termed 'the playlands of the North' has to be seen to be believed. Bumper to bumper the cars jam the northbound freeways and trunk roads, thinning out as the cottage country is reached some sixty to a hundred or more miles north and north-east of our city.

Other Canadians prefer instead the mobility of the motor cruisers which populate our lakes and rivers. It is calculated that something like a third of all the world's fresh water is in the lakes and rivers of Ontario province, so there can be no fears about overcrowding there.

There are others who prefer the mobility of the towed caravan. In Canada these are known as 'trailers' (a 'caravan' being understood to mean a string of camels). Whatever the name, it is this market that British manufacturers are finding an eager interest for their product.

Our caravans made their initial debut at a British National Caravan Council/Board of Trade sponsored exhibit in the trailer section of last year's Sportsmen's Show. The result of that first exposure boosted British caravan exports to Canada from a meagre 21 vehicles costing $22,000 in 1967 to 124 costing $105,000 by the end of 1968. And that was done in one year by manufacturers who, after the 1968 show, set to immediately to modify their vans to conform to those Canadian standards which differ in so many ways from our own. This must have added more than a few grey hairs to the heads of some United Kingdom production managers – but to the tremendous credit of the firms concerned, before the year's end there were the first Canadian Standards approved stock products swinging from the ships on to Canadian quays. Just in time to be on the distributors' and dealers' floors during those crucial ordertaking winter months when our citybound nomads are occupying their winter weekends by looking around the dealers' showrooms for their springtime buy.

So back they came again this second year to the Sportsmen's Show, along with two newcomers on the Caravan Council/Board of Trade joint venture stand. Last year's exhibitors, of course, were consolidating the gains of their previous exposure and interim hard work. All this will be reflected in the 1969 caravan statistics which should, by the end of the year, touch or top the quarter million mark.

Alone this will not solve our balance of payments problem. But this very successful Board of Trade formula of aiding British manufacturers to display their products abroad at the right place at the right time through the joint venture scheme will go a very long way to narrow the gap. In the final analysis, however, it will always depend upon the determination of the manufacturer to meet the market's special requirements by modifying his product to conform. Some will persist. Some will not. It was not surprising, therefore, to see a Queen's Award plaque this time upon the stand of one of these caravan exhibitors. It was manifestly clear how Sprite had earned it.

## *Opening date of Leather Expo '69 postponed*

THE LEATHER INSTITUTE has announced that the opening date of Leather Expo '69 has been postponed for one week. The exhibition will now open at Earls Court, London, on May 20 to 22, and not on May 13 to 15 as previously advertised.

## *Rare books from Britain at New York Fair*

A VALUABLE collection of first editions, prints and period maps presented by 14 British dealers attracted keen interest among buyers at the first New York International Antiquarian Book Fair in early April. The fair was held in the Hotel Commodore and was sponsored by the Antiquarian Booksellers Association of America to mark the 20th anniversary of their founding. British participation was in the form of a joint venture between the Board of Trade and the Antiquarian Booksellers Association of Britain.

Specially selected collectors' items on British stands included a James I Bible (1611), a Shakespearean First Folio, a first edition of Samuel Richardson's 'Pamela or Virtue Rewarded' (1741-2), and another first edition of Huggen's 'Horologium Oscillatorium' (1673). Some of these items were sold along with a variety of books, prints, illustrated manuscripts and other items of antiquarian interest.

The fair attracted both antiquarian book dealers and serious private buyers in large numbers from all over the United States and abroad and the British representatives were highly satisfied not only with actual sales but also the opportunities the fair afforded to make new contacts.

Mr. Stanley Crowe, President of the British Antiquarian Booksellers Association, commenting on the success of the British stands, said that the American market was very important to British dealers and that further group visits were likely after an appropriate interval.

**OVERSEAS COMMERCIAL POSTS**

*Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of March 14 issue.*

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *United Kingdom aid to developing countries*

**Nepal**

BRITAIN IS TO provide up to £4¾ million for the construction of a 15 mile sector of the East-West Highway in Nepal. Under an agreement signed in Katmandu recently, half of the money will be provided as a grant and half as an interest-free loan.

Construction will be carried out by the Ministry of Public Building and Works, who are already establishing a base camp in Nepal. The provisional target date for completion of the British sector is 1972-3.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 2286, Ext. 2278), quoting reference number CRE 2108/G.

### *Cyprus and Czechoslovakia*

THE TRADE and Payments Agreement between Cyprus and Czechoslovakia which was signed in 1962 has been renewed for a further year. Provision has been made for an exchange of goods to the value of £1,167,000 in each direction during the period February 6, 1969 to February 5, 1970. This is at the same level as last year.

All inquiries about this notice and requests for copies of the list of goods to be exchanged should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

### *Cyprus and Poland*

A PROTOCOL extending until March 1970, the operation of the Trade and Payments Agreement between Cyprus and Poland, was signed in Nicosia on March 20. The level of trade envisaged in the Protocol is £500,000 in each direction. This is a small increase on last year's figure of £450,000.

All inquiries about this notice and requests for copies of the list of goods to be exchanged should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

### *Cyprus and Rumania*

A PROTOCOL extending until December 31, 1969, the operation of the 1962 Trade and Payments Agreement between Cyprus and Rumania was signed in Nicosia on March 20, 1969. The level of trade envisaged in the Protocol is £710,000 in each direction, i.e. the same as last year.

All inquiries about this notice and requests for copies of the list of goods to be exchanged should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

### *Hints to Businessmen booklets*

REVISED EDITIONS of the booklets on Turkey and Canada have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

### *'Export Service Bulletin': export opportunities analysis*

DURING the quarter ended March 31, 1969, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058).

**Quarter ended March 31, 1969**

| Commodity | No. of Inquiries |
|---|---|
| Aircraft and watercraft | 68 |
| Antiques and works of art | 3 |
| Baby and invalid carriages | 2 |
| Boots, shoes and slippers | 39 |
| Brushes and brooms | 25 |
| Building supplies | 200 |
| Ceramic products | 29 |
| Chemicals, oils, fats, greases and paints | 320 |
| Clothing | 143 |
| Contracts | 232 |
| Cosmetics, toilet preparations, perfumery and hairdressing equipment | 28 |
| Domestic appliances | 68 |
| Druggists' sundries | 42 |
| Drugs and pharmaceutical preparations | 128 |
| Electrical machinery and apparatus (including tape recorders) | 748 |
| Fancy goods | 58 |
| Foodstuffs, beverages and tobacco | 124 |
| Furniture and floor coverings | 78 |
| Glass and glassware | 65 |
| Hard haberdashery | 18 |
| Iron and steel | 518 |
| Jewellery, cutlery, goldsmiths' and silversmiths' wares | 35 |
| Leather and imitation leather | 20 |
| Leather goods | 10 |
| Livestock and appliances and equipment | 36 |
| Machinery and plant (including machine tools) | 1,395 |
| Medical and surgical instruments and appliances | 159 |
| Metalwares | 1 |
| Mineral products | 46 |
| Musical instruments (including record players) | 12 |
| Non-ferrous metals | 184 |
| Office machinery and equipment | 78 |
| Paper, printed matter and stationery | 202 |
| Photographic and cinematographic equipment | 38 |
| Plastic materials | 94 |
| Prefabricated houses and buildings | 11 |
| Radio apparatus (including television receivers) | 138 |
| Railway equipment | 66 |
| Rubber manufactures | 45 |
| Scientific and optical instruments | 285 |
| Soap and cleansing preparations | 24 |
| Spectacleware, opticians' supplies | 9 |
| Sports goods | 30 |
| Textiles | 334 |
| Timber, wood manufactures | 20 |
| Tools, hand and engineers' small (including portable power tools) | 121 |
| Toys, games and model engineering | 28 |
| Vehicles and parts | 220 |
| Watches and clocks | 15 |

### *Reports on overseas markets in the 'Export Service Bulletin'*

IN THE *Board of Trade Journal* of January 17, 1969, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period January-March 1969.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being

(*Continued on next page*)

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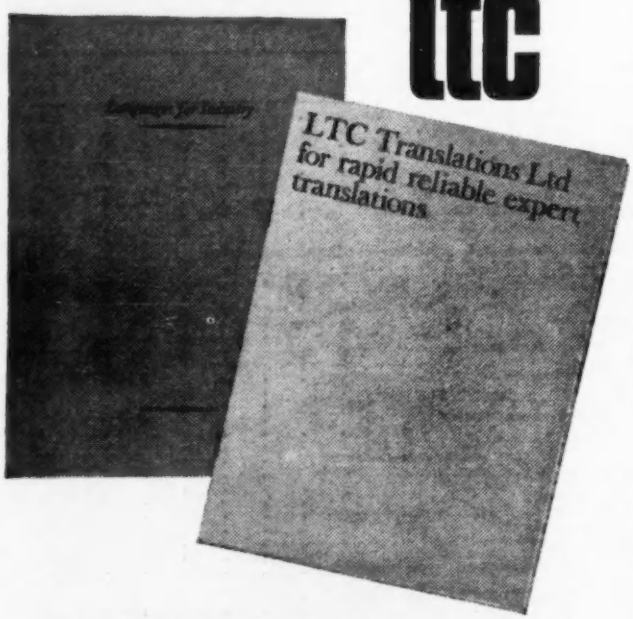


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exploited to the full by British exporters. They were written as a result of special inquiries from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* which contains much useful information in addition to Market Reports costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433).

**Market reports by country**

| Country | Commodity | Bulletin No. |
|---|---|---|
| Australia | Taps, cocks and valves | B44/69 |
| Canada | Hotel and Restaurant Supplies | B58/69 |
| France | Toys | B48/69 |
| Germany | Pleasure – craft and Marine Equipment | B16/69 |
| Germany | Furniture | B23/69 |
| Germany | Welding and oxy-acetylene Cutting Equipment | B27/69 |
| Germany | Air Pollution Control Equipment | B28/69 |
| Germany | Toys | B30/69 |
| Germany | Clothing and Accessories including Sports Clothing | B31/69 |
| Germany | Carpets | B33 and 45/69 |
| Germany | China and Earthenware | B34/69 |
| Germany | Electro Medical Equipment | B40/69 |
| Germany | Food Processing Machinery | B41/69 |
| Germany | Furnishing fabrics | B43/69 |
| Germany | Caravans | B46/69 |
| Germany | Hand Tools – including Do-It-Yourself Articles; Garden Tools | B50/69 |
| Germany | Scientific Instruments | B52/69 |
| Germany | Wool and Worsted Cloth | B56/69 |
| Germany | Sports Equipment | B57/69 |
| Germany | Sewage Treatment Plant; Electronic equipment and Components | B63/69 |
| Iceland | Construction and Earth Moving Machinery | B18/69 |
| Kuwait | Ships and Boats | B42/69 |
| Puerto Rico | Medical and Hospital Supplies | B60/69 |
| Sweden | Agricultural Machinery | B17/69 |
| Sweden | Boats and Boat Fittings | B19/69 |
| Sweden | The Footwear Market | B38/69 |
| Sweden | Earth Moving Equipment | B53/69 |
| Sweden | Equipment for the Steel Industry | B60/69 |
| Switzerland | Domestic Television Receivers | B39/69 |

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| Welding and Oxy-Acetylene Cutting Equipment | Germany | B27/69 |
| Air Pollution Control Equipment | Germany | B28/69 |
| Toys | Germany | B30/69 |
| Clothing and Accessories including Sports Clothing | Germany | B31/69 |
| Carpets | Germany | B33 and 45/69 |
| China and Earthenware | Germany | B34/69 |
| Electro Medical Equipment | Germany | B40/69 |
| Food Processing Machinery | Germany | B41/69 |
| Furnishing Fabrics | Germany | B43/69 |
| Caravans | Germany | B46/69 |
| Hand Tools – including Do-It-Yourself Articles; Garden Tools | Germany | B50/69 |
| Scientific Instruments | Germany | B52/69 |
| Wool and Worsted Cloth | Germany | B56/69 |
| Sports Equipment | Germany | B57/69 |
| Sewage Treatment Plant; Electronic Equipment and Components | Germany | B63/69 |
| Construction and Earth Moving Machinery | Iceland | B18/69 |
| Ships and Boats | Kuwait | B42/69 |
| Medical and Hospital Supplies | Puerto Rico | B60/69 |
| Agricultural Machinery | Sweden | B17/69 |
| Boats and Boat Fittings | Sweden | B19/69 |
| The Footwear Market | Sweden | B38/69 |
| Earth Moving Equipment | Sweden | B53/69 |
| Equipment for the Steel Industry | Sweden | B60/69 |
| Domestic Television Receivers | Switzerland | B39/69 |

## OVERSEAS CABLES

*The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.*

# Export Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published on page viii of March* 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 888 *of March* 28 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

### Hotel equipment director's tour

MR. RICHARD BECKETT, managing director of Imperial Machine Company, Croxley Green, has recently returned from an export tour of Greece, Israel, Kenya and South Africa.

Commenting on the tour, on which he was accompanied by his wife, Mr. Beckett said: 'We rate this by far and away the most successful tour of overseas markets we have yet made. From the business angle we found the trip most encouraging and at the same time we thoroughly enjoyed ourselves. From what we learnt of the South African market, in particular, we are convinced there is still a strong demand there for British goods if only firms will go out there as we have and find out exactly what is wanted.'

In Israel the Becketts were in time to supervise the test run of one of their bigger food waste disposers, recently installed in the Hilton Hotel at Tel Aviv. In Johannesburg they inspected nine more food waste disposers and two of their bigger silver burnishers recently installed in the new President Hotel, regarded as the most up-to-date hotel in South Africa.

In May the Becketts leave for a Catering Exhibition in Chicago, where they will be launching their new range of Sanistrel Sanitary Towel Disposers. Later in the year they plan to visit Hong Kong and Australia, in search of further export orders.

### Director's African tour

COLONEL C. R. HODGSON, director of C. & J. Hampton Ltd. (Record Tools), has returned from an extensive tour of the African Continent. Col. Hodgson who is a member of the Advisory Council BNEC (South Africa) visited Kenya, Portuguese East Africa and South Africa and met buyers in most principal cities, including Nairobi, Laurenco Marques, Johannesburg, Durban, Port Elizabeth and Cape Town. Some time was spent at Hampton's South African subsidiary, Record Tools (Pty.) Ltd., a plant started in 1958.

Col. Hodgson reported that a very promising demand existed for Hampton's latest range of Record Tube and Conduit Benders.

### Caribbean undertakings for Cable and Wireless

MR. A. A. WILLETT, executive director of Cable and Wireless Ltd., has recently returned from a three-week tour of the Caribbean. He said that his company is now undertaking major communications developments for Jamaica and the Cayman Islands at a total cost of more than £4 million. In addition, the company has proposals for Caribbean projects which will involve multi-million pound investment.

Mr. Willett said that detailed planning of the Jamaica satellite earth station to be owned and operated by Cable and Wireless had been in progress for some months and the station would be sited at Saint Thomas, some 24 miles east of Kingston.

The earth station is due to be completed towards the end of 1970 and it will operate all forms of tele-communication services, working through the 6 deg. west Atlantic Intelsat III satellite – initially with one carrier of 132 circuits working with the United States, Canada and Britain.

### Japanese market for microwave ovens surveyed

MR. CHRISTOPHER TIBBS, managing director of Dysona Industries Ltd., flew to Tokyo on April 14 to explore the Japanese microwave oven market. Japan's microwave industry has led the world, particularly in the development of domestic ovens. Ninety per cent of their home market ovens sell to the Japanese housewife and only 10 per cent are absorbed by commercial caterers.

'Dysona's prime interest is in selling to the caterer where we know we can be extremely competitive,' says Mr. Tibbs. 'Power for power we are cheaper, for example, a typical 1½ kW Japanese oven sells in Japan for the equivalent of £520, yet we can offer a more powerful unit for the same price.'

### Exploring South American markets for electric motors

MR. CHARLES BUSH, deputy managing director of Newman Industries Limited, electric motor manufacturers of Yate, Bristol, left on a four-week fact-finding tour of South America on April 4. He is visiting Venezuela, Colombia, Ecuador, Peru, Chile, Argentina and Brazil, and will return to London on May 5.

With more than half its output going overseas, Newman already has a large share of direct export business in many world markets, but sales to South America are restricted by high import tariffs and well developed indigenous manufacture. Mr. Bush is studying the local manufacture of motors — particularly of the more up-to-date and specialized ranges of motors – to ascertain whether opportunities exist for the Yate company.

Though the company's products range from fractional horsepower up to 500 h.p., interest in South America is expected to be concentrated particularly in standard metric drip-proof and totally enclosed motors up to 350 h.p., and speciality motors such as vertical hollow or solid-shaft pump motors, explosion-proof motors, close-coupled pump motors and brake motors.

### Scandinavian tour for export manager

MR. *M.* BOYLE, export manager of the De La Rue Frigistor Co. Ltd., is beginning a three week tour of Scandinavia at the end of April to demonstrate two new Frigistor products – the De La Rue Autopour and the De La Rue Hytest instruments. The Autopour unit is used in the oil industry for automatically determining the pour point of oils. The Hytest unit provides rapid and accurate analysis of the hydrogen content of metals.

Mr. Boyle will begin his tour in Copenhagen, and from there will visit Malmo, Gothenburg, Oslo and Stockholm.

### Record export orders result of 44,000 miles selling tour

A THREE-MONTH export sales marathon which has netted orders in excess of £100,000 has just been completed by Smedley's export sales manager, Mr. Richard Blumer. His travel itinerary included Malaysia, Thailand, Singapore, Australia, the Pacific Islands, the Philippines, Japan, Hong Kong, and the Arabian States of the Gulf, and covered a total of 44,000 air miles.

It was one of the most successful overseas selling trips in the history of the company. An encouraging flood of orders came from Japan, were Mr. Blumer appointed agents for the Smedley range of canned and frozen foods, and among his most significant achievements was opening up a new market in Thailand where good business opportunities are forecast.

### North American visit

MR. ROBERT H. BRADLEY, managing director of printers Billing & Sons, Guildford, is touring North America from April 17 to May 6 to promote his company's export sales, particularly those involving printing on lightweight papers. Billings have already attracted £30,000 of print business a year from the States and Canada. Mr. Bradley considers that his company's experience of having printed in 400 languages or dialects and their competitive prices will give Billings an edge in these markets.

Besides increasing existing business, Mr. Bradley is looking to this trip for additional business from publishers of dictionaries, directories and encyclopaedias based on his company's lightweight paper printing know-how. He has already arranged to visit Philadelphia, New York, Boston, Toronto and Montreal.

## COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

**Colour cover blocks:** *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

**Black and white prints:** *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Our four London offices can probably provide as many facts and figures, about investment and setting up Down Under, as you're likely to learn from a week in Sydney or chatting to a few people in Auckland.

If you find the prospects aren't what you thought, A.N.Z. Bank will have saved you a nasty vaccination stab, about three days stuck inside an aeroplane and a good bit of cash.

On the other hand, if prospects still look ripe, we'll have saved you a good bit of groundwork. And you won't waste your first week out there asking the questions we could have answered in London.

Of course, your questions may not be about the length of an oil drilling lease, the cost of air freight from Broken Hill to Melbourne or the advantages of a proprietary limited company. You may just want to know how hot it gets in Adelaide or what to tip a cab driver in Christchurch. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in many other specific booklets, all available free.

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# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.**

### British 'know-how' exported

Canada and Finland have bought British 'know-how' for the cold press plastics moulding process from Armshire Reinforced Plastics Ltd. of Slough, Bucks. Sales agreements have now been concluded by ARP with Fiberglas (Canada) Ltd. and Oy Finlayson-Forsa AB of Finland both of which have an exclusive agreement. Fiberglas (Canada) also have the right to sub-license the 'know-how' in Canada. These deals bring the number of export agreements so far concluded up to five, and ARP's managing director Mr. Gavin Brown has negotiations proceeding with three other overseas countries.

### Iron castings for Scandinavia

Malleable iron castings, produced by H. W. Lindop (Foundries) Ltd., malleable iron founders of Walsall, are being used by Boulton Paul Aircraft of Wolverhampton, in a £75,000 per annum export order for hydraulic motors for Scandinavia. The castings will provide the outer casings for the hydraulic motors which power hydraulically driven earthmoving equipment.

### Desalination plant for Benghazi

The Municipality of Benghazi, Libya, has awarded William Boby and Company, a member of the Weir Group, an order for the supply, erection and commissioning of an electrodialysis plant which will produce drinking water from brackish well water. The contract is worth £890,000. It includes two years maintenance, to follow the handover of the plant in 18 months time.

### Lighting contract for Uganda

A £20,000 order for lighting fittings for Uganda has been dispatched from the Doncaster works of Crompton Parkinson Ltd., a Hawker Siddeley company. The order was obtained by Hawker Siddeley Electric Export Ltd., the overseas marketing organization for the group's electrical products.

### Toy filling machines contract

Motivair Compressors Ltd., Erncroft Industrial Estate, Twickenham, Middlesex, have announced that they have supplied filling machines to soft toy manufacturers in Australia, Czechoslovakia, South Africa, Malta, Hong Kong and East Germany.

### Sweden buys electric actuators

An order for 100 Ramcon electric actuators by the Swedish valve manufacturer NAS of Linkoping was won by Mr. Brian Richards, sales manager, during a visit to Sweden.

### Repeat order

Earlier in the year Whesso Limited of Darlington announced the award of a contract from Petroleos Mexicanos for the storage of 4,000 metric tonnes of ethylene. They now announce the award of a similar contract from the same source, for the storage of a further 4,000 metric tonnes of ethylene.

### Pumps for Spanish generating station

Mirrlees (Engineers) Ltd. are to supply the two most powerful pumps they have built to a generating station complex near Bilbao, Spain. The pumps are to be installed by local labour with commissioning supervision by Mirrlees engineers.

### Radio equipment for Portugal

The Racal Group of Bracknell, Berks., announce the award of a £800,000 contract from the Portuguese Government for the supply of radio communications equipment. The award of this contract makes a total of over £1 million of business placed by the Portuguese Government with Racal during the last 12 months.

### 2,130 miles of elastic for USSR

More than 3¼ million yards of narrow elastic have been ordered by Russia from Clutsom-Penn UK Ltd., Coalville, Leics., the Narrow Fabrics Division of the Clutsom-Penn group of textile companies. To be delivered over the next nine months this order, valued at about £70,000, is the largest single order to be received by the company for its narrow elastics. It follows a substantial Russian order received last year.

### Containerization speeds furniture exports to Australia

The first consignment from Jaycee, Brighton specialists in traditional furniture, to reach Australia by a new door-to-door service was shipped on the maiden voyage of the s.s. 'Encounter Bay', the first of a new fleet operated by Overseas Containers Ltd., a consortium of British shipping companies.

Jaycee, who are enthusiastic about the advantages of containerization and fast through-transport to their customers down under, report an increase of over 130 per cent in their exports to Australia during the past 12 months.

*BICC's Capacitor Division, Helsby, Cheshire, has recently completed manufacture of 144 100 kVAr high voltage capacitor units ordered by Iberduero SA Bilbao, one of the largest power supply authorities in Spain, for increasing power transmission and distribution efficiency. Senor Jose Luis Cortina, substation design engineer, is seen (right) inspecting the capacitors in the factory with Mr. G. A. Curtis, divisional technical manager.*

### £¾ million aluminium smelter wharf in New Zealand

Taylor Woodrow International Ltd. of London in association with Wilkins and Davies Construction Co. Ltd. of New Zealand have been awarded the contract for the construction of the $NZ1.6 million (£750,000) wharf to service the new aluminium smelter to be constructed for a combine headed by Comalco Industries Proprietary Ltd. of Australia at Bluff in the South Island of New Zealand. Construction is due to start immediately and the contract will be completed by February 1971.

### Iran buys aircraft refuellers

An export order from Iran for 12 aircraft refuellers has been won by the Transporter Division of the John Thompson Group. The order, worth nearly £200,000 has been received from the National Iranian Oil Company in Tehran and is for John Thompson 'Somerset' refuellers. They will all be used at Iranian airports.

The 12 'Somersets', which are suitable for refuelling and defuelling such aircraft as the Boeing 707, Boeing 727, Comet, Trident, Super BAC One Eleven, Caravelle and Vanguard, will join the seven 10,000 gallon articulated refuellers previously supplied by John Thompson to the National Iranian Oil Company. All of them have been designed to operate in altitudes of 0 to 4,000 feet and temperatures of 100°F to 180°F. Special design features have also been included in other refuellers manufactured during the last few months for Ethiopia, Portugal, Somaliland, Saudi Arabia, Switzerland, Sudan and Thailand.

### Leeds switchgear firm wins order in Sierra Leone

An order worth £45,000 to supply 22 high voltage ring main switchboards and seven multi-panel switchboards for Sierra Leone has been won by a Leeds firm, who are now exporting to 60 countries. The order has been placed with the Yorkshire Switchgear and Engineering Co. Ltd., by the Sierra Leone Electricity Corporation of Freetown, and the switchboards are for 29 sub-stations. Delivery will begin in July and will be completed by September.

This is the second major order received by the company in Sierra Leone and follows a visit there by the firm's export sales manager, Mr. Peter E. M. Warden.

### £50,000 South African contract

A £50,000 contract to supply a 2,000 ton vertical plate bending press to General Erection Co., one of South Africa's leading general engineers and plate fabricators, has been awarded to Hugh Smith (Glasgow) Limited, a member of the G.H.P. Group. This order was negotiated by Hugh Smith in close collaboration with Fenter (Africa) (Pty) Limited of Braamfontein, the company's agents in South Africa.

This is the third vertical plate bending press sold in South Africa since Fenter was appointed agent for Hugh Smith equipment 18 months ago.

### Australian order for Dowty Mining

Dowty Mining Equipment claims to have supplied the largest hydraulic roof support chocks ever constructed to Appin Colliery, New South Wales.

The Dowty six-leg E-formation chocks were chosen for use in coal seams of 10 ft. thickness where British long-wall mining techniques were adopted to overcome difficult geological conditions 1,800 ft. below the surface. Miners in 58 countries now use equipment supplied by Dowty.

### £22,000 order from Singapore

G.W.B. Boilers Limited of Dudley have recently received an order worth over £22,000 from Singapore. The order is for four Powermaster oil fired boilers having an output between 1,800 lb./hr. of steam and 7,000 lb./hr. The first unit will be supplied in June, with the remainder following in July.

### Big Libyan export contract

In face of stiff competition from continental countries, Unilock-Compactom (Exports) Ltd. have been awarded one of the largest partitioning contracts ever placed with a United Kingdom firm. The project, which is a development for the Libyan Ministry of Public Works, involves the construction, supply and fixing of over two miles of demountable partitioning to a value of approximately £100,000. The order is for installation in a 10-storey office block in the centre of Benghazi.

The work is to start in the early autumn and is expected to take 4-5 months to complete.

### Dowty Meco win Canadian order

Dowty Meco Ltd. have successfully concluded negotiations with Allan Potash, Canada, for a $600,000 contract to supply several conveyors, ranging in lengths from 80 ft. up ot 4,500 ft., with powers ranging from 40 h.p. to 500 h.p. The maximum load handled is 2,400 tons per hour.

This is one of a large number of export orders won by Dowty Meco, whose conveying equipment is in use throughout the world in collieries, for surface bulk-handling of iron ore, phosphates, asbestos, gypsum and other minerals.

### Harrison win £140,000 Mexican order

Following the recent visit of its management to Mexico, T. S. Harrison & Sons Ltd., Heckmondwike, have received an order from the Mexican Government for 135 lathes and 40 milling machines. The value of the order is over £140,000, and Harrison were told that they had successfully competed against 60 quotations from 40 countries.

Mexico has been a very fruitful market for Harrisons, as it is their third order from this source. The company has just signed another contract to supply 56 lathes to Singapore and anticipates a further substantial order from Hong Kong as a follow-up to one recently executed.

### Cardiac intensive care equipment for United States

A further order has been placed with Watson and Sons (Electro-Medical) Ltd., a member of the GEC group of companies, to supply Cardiovision units to the United States.

Cardiovision consists of an X-ray/image intensifier system linked to closed circuit television and facilitates the rapid insertion of cardiac catheter pacemakers into the heart. The purpose of the apparatus is to allow this intricate task to be performed on a critically ill patient without moving him either in his bed or from his bed in the intensive care ward.

### San Francisco development contract

The Taylor Woodrow Property Company, of London, have recently been nominated as developer designate of the first stage of a major urban renewal project, known as the Yerba Buena Centre, in San Francisco, California. The company was selected by the San Francisco Redevelopment Agency, following strong local competition.

The scheme which Taylor Woodrow will develop comprises an office block of 257,000 sq. ft. on seven floors, with ground floor shops, and a car park for 200 cars at the rear. Construction will begin about January 1971.

### Cyprus order

Stotts of Oldham have been awarded a contract to supply catering and laundry equipment worth £13,500 for the Ayia Trias Hotel at Famagusta, Cyprus.

Several items of catering equipment were specially designed and built for the hotel. These include an L-shaped service counter, with 'legs' 17 ft. and 10 ft. long; an 11 ft. chef's table; a stainless steel salad preparation unit with built-in containers for ingredients and a sink; an electrically-heated, stainless steel overshelf for the storage of pre-plated meals; and an 11 ft. long call-order unit incorporating toaster, griddle plates, fryer, coffee machine and water boiler.

For the laundry, Stotts will supply commercial equipment by Bendix.

### Sanitary ware for Afghanistan

Armitage Ware Ltd., manufacturers of domestic sanitaryware and fittings, have secured an order from the Mailmah Pall International Hotel in Kabul for sanitaryware and fittings, worth over £10,000. The design and construction contract for this seven-storey luxury hotel was awarded to Taylor Woodrow International Ltd., and much of the furnishings and equipment will be supplied direct from the United Kingdom.

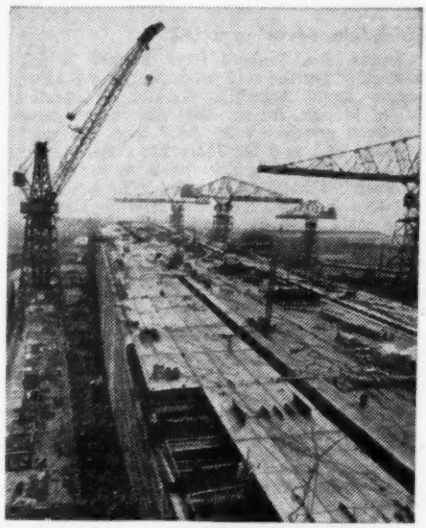
### Cardiac monitors exported to the United States

The Special Products Group of Honeywell Ltd., Hemel Hempstead, have sold 280 cardiac monitor units to the United States; the order has a United Kingdom market value of over £100,000.

The Honeywell instrument is designed as a bedside unit for use in intensive-care and coronary-care cases. It consists basically of a large screen ECG oscilloscope monitor and heart ratemeter. Adjustable high and low alarms are provided which operate photoelectrically.

### Radio aids for Norwegian bulk carriers

The Marconi International Marine Co., Ltd., have announced an order calling for the supply of communications equipment and navigational aids to two 20,000 d.w.t. bulk carriers on order for A/S Kristian Jebsens Rederi, Bergen, and associated companies. The vessels, newbuildings 1175 and 1176, are on order at Lithgows, Ltd., and will both fly the British flag when completed later this year.



*The largest tanker to be built in Britain – the 252,000 deadweight ton 'Northumbrie' – is seen here under construction by the Swan Hunter Group, the biggest shipbuilding consortium in Europe, at their shipyards at Wallsend in north-east England. Built for Esso Petroleum, she is scheduled to be launched on May 2 by HRH Princess Anne who will be undertaking one of her first solo engagements. The tanker is the first of two to be built for Esso, a third of 253,000 tons has been booked from Swan Hunter by the Texaco Group.*

*Now on its way to a series of commercial motor shows in Europe is the 1¼ millionth Bedford truck – a KM 16-ton chassis/cab – which was driven off the production line at Vauxhall Motors by Mr. Anthony Wedgwood Benn, Minister of Technology, recently. The vehicle will be exhibited at the Turin Motor Show later this month, and will then go on to the Helsinki and Frankfurt shows. It will also be used in sales promotions activities with major Bedford dealers in Europe. Picture shows the vehicle at the Transport Ferry Service's Felixstowe terminal before driving to Europoort.*

# TRADE INDEMNITY COMPANY LIMITED

## *Value of credit insurance to the domestic economy*

## *Mr F. E. P. Sandilands on Company's Progress*

THE 51ST ANNUAL GENERAL MEETING OF TRADE INDEMNITY COMPANY LIMITED WILL BE HELD ON MAY 8, IN LONDON.

The following is an extract from the circulated statement of the chairman, Mr. F. E. P. Sandilands, CBE:

The Company's gross premiums in 1968 were £3,655,842. This was another record and represented an increase of £548,000 or 17.6 per cent over 1967. After deducting brokerage and reinsurances, retained premiums amounted to £1,316,644 and showed an increase of 20 per cent over the previous year. Gross claims paid less salvages in 1968 were £1,317,743 and net of reinsurance recoveries they were £341,248, less in each case than the corresponding figure for 1967. Expenses of management, on the other hand, rose from £558,525 in 1967 to £607,010.

The 1966 Underwriting Account closed with a credit balance of £86,151 which has been transferred to the Profit & Loss Account. This is substantially more than the amount of £39,686 transferred for the closed 1965 Underwriting Account a year ago and is better than we expected this time last year.

The 1967 Underwriting Account has progressed well and after two years the balance to its credit is £446,583. This is £257,714 better than the balance on the 1966 Account a year ago.

The 1968 Underwriting Account after one year has a balance of £188,916. This is better by £49,617 than the balance on the 1967 Account a year ago in spite of the increase in expenses of management.

In the Profit and Loss Account there are credited the profit of £86,151 available from the closed Underwriting Account, franked investment income of £30,225 and interest and other income of £69,192. These produce a total of £185,568 which is £47,983 more than last year. The Account is debited with Corporation Tax of £61,800 leaving a balance of £123,768 (1967 – £91,785) to be carried down. After adding the balance of £347,665 on the Profit and Loss Account brought forward from 1967 there remains available the sum of £471,433 as compared with £497,665 a year ago. Although current earnings at £123,768 still fall short by £26,232 of the gross amount required to cover a dividend at last year's rate, your Directors again recommend that it should be maintained at 25 per cent in view not only of last year's improvement in the underwriting result but also the much better position of the two open accounts.

The Balance Sheet continues to show a strong financial position. Investments at a book value of £1,437,850 are marginally in excess of the 1967 figure. Current assets in debtors, cash and short-term investments are £207,227 more than in 1967 and, together with the increase in liability to creditors of £131,487, are indicative of the increased volume of the Company's business.

### AUSTRALIA

I have recently visited our offices in Melbourne and Sydney where our operations are at present centred and was encouraged to find that interest in credit insurance is increasing. It is true that the growth in premium has been accompanied by higher claims but the gap between cost and profit is narrowing every year and I am confident that our investment in the expanding Australian economy will soon start to pay off. We are most grateful to Mr. Hugh Williamson and his colleagues of the Australian Advisory Board for the help and encouragement they so unfailingly give to our local team. Directors, management and staff in Australia all have good reason to feel that solid progress was made in 1968.

### GENERAL

Looking back over the events of the past year I feel it can aptly be described as a period of 'delayed action', or perhaps of 'delayed impact'.

For the greater part of it the domestic economy showed little signs of responding to traditional correctives and controls.

A year ago I referred to the threat of growing home consumption and of the tardy and inadequate steps which had been taken to control it. As the year progressed it became more and more apparent that further restrictive action by the authorities was called for, partly because measures already announced were delayed in their effect and partly because a large body of consumers were convinced that rising prices and the threat of restrictions still to come made it imperative for them to buy today rather than tomorrow; in brief, that goods were preferable to money.

Finally, in November last the brakes were slammed on. The month opened with a tightening of hire purchase controls and, before it ended, the import deposits scheme, purchase tax and excise increases and further restrictions on bank lending had also been announced. This batch of measures, duly reinforced by the belated consequences of the steps taken by the authorities earlier in the year, was quick to take effect. Against such a background it is easy to understand why the claims side of your company's activities remained relatively quiet until the closing months of 1968, when both failures and collections began to rise sharply. They have continued to do so throughout the first quarter of 1969.

The growth of consumption we experienced for most of last year also explains, in part, the expansion of premium income. Insured turnover rose even faster to reach a total of £2,611 million of business underwritten in London and Melbourne showing an increase of 19.5 per cent over 1967. There were, moreover, other factors which contributed even more to the striking increases in premium income and turnover.

One of these factors was the record volume of new business put on to our books in 1967, the full benefit of which was not seen until last year. 1968 itself was a difficult time for selling and we cannot expect a boost to premium and turnover of anything like the same proportions from this source in 1969. Proposals and closures of policies remained at a relatively low level for most of the year, although more recently the business community has been showing signs of a marked revival of interest in our facilities, for reasons which are readily understandable in the present climate of mounting business failures and widespread illiquidity. In the context of new business, I should also mention that in November last a new branch office of the Company was opened in Reading to serve the South of England, an investment which is already producing results by way of new policies and inquiries.

The other major influence affecting premium income and turnover last year was the devaluation of November 1967, which boosted our figures in the ensuing months in a number of ways. In the first place the higher price of imported commodities had a pronounced effect on turnovers of certain businesses. Secondly, devaluation favoured a number of industries, especially textiles and clothing, which benefited from import-substitution at home and, at a later stage, from increased sales abroad. These trends were similarly reflected in our own figures. Finally, devaluation produced clear gains for us last year by way of the increased sterling value of our participation in the business reinsured with us by credit insurance companies overseas and from the charges which we made to these companies for credit information and other services.

Reference to our contacts with credit insurers abroad leads me to mention our very full participation in the activities of the two international organizations in this field, the Berne Union and the International Credit Insurance Association. In June of last year we were privileged to act as joint hosts with the Export Credits Guarantee Department to the members of these organizations when they held their General Meetings in London. During their stay here the delegates attended a dinner held to celebrate our fiftieth anniversary at which Lord Brown, Minister of State, Board of Trade, had some interesting comments to make on the role of credit insurance under present-day conditions. He had some encouraging things to say about us and I would like to quote very briefly from them:

> 'Business failures are an unavoidable feature of modern society. Indeed, the livelier and more mobile the society and the greater the incentive it gives to innovation and initiative, the higher the rate of business failure. Credit insurance cushions the "chain reaction" which could run through business in a recession and this is of immense value to our domestic economy. Miraculously the Trade Indemnity does this while continuing to operate as a profitable enterprise.'

Our premium income and turnover benefited in 1968 from a number of items which, as I have explained, are unlikely to provide a contribution of similar significance in the current year. Whilst the prevailing economic climate should make it easier for us to acquire new business in the months to come this will mainly be reflected in our 1970 figures but these same conditions will inevitably face us in 1969 with a volume of claims and collections greater than we experienced in 1968. We nevertheless look forward with some confidence to a further improvement in our results this year.

# *Opportunities for exporters—calls for tender*

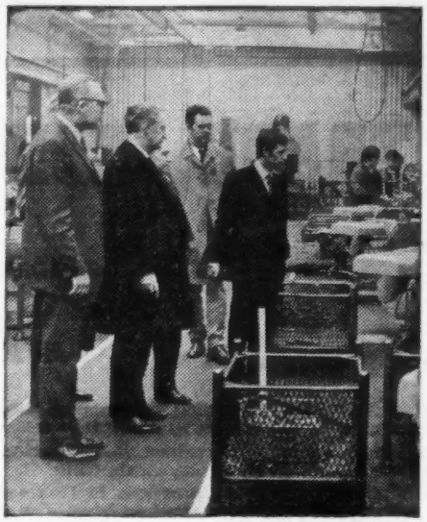
*Brief details are given below of some Calls for Tender reported in recent issues of the* **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

*Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*The date given in the announcement is the last date for the receipt of bids.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*



*C. & J. Hampton Ltd. (Record Tools) were on March 24 host to around 20 members of the Dutch Trade Mission to the Sheffield hand tool industry. The mission was accompanied by Mr. P. J. Cole, a member of the British Embassy in The Hague and three of Hampton's Dutch representatives. The party was welcomed by Mr. Anthony B. Hampton, company chairman, who is on the British Export Council for Europe as Team Leader for the Netherlands. Picture shows Mr. Hampton (second left) discussing with members of the mission part of Hampton's new Auto-Ward programmed and electronically controlled capstan lathe section.*

**ANGOLA**

**Bulletin 69/69**

INSTITUTE OF FISHERIES INDUSTRIES:
**Refrigeration Equipment.** May 30. E.S.B. 14472/69/J.

**AUSTRALIA**

**Bulletin 68/69**

NORTHERN ELECTRIC AUTHORITY:
**Transformers.** June 4. E.S.B. 14351/69/J.

**Bulletin 69/69**

STATE STORES BOARD:
*3s. **Soda Lime.** May 6. E.S.B. 14410/69/J.
MELBOURNE HARBOUR TRUST COMMISSIONERS
**Crane.** May 9. E.S.B. 14428/69/J.

**Bulletin 70/69**

DEPARTMENT OF CIVIL AVIATION:
**Airport Approach Lights.** (Further Information.) E.S.B. 13232/69/J.
NORTHERN ELECTRICITY AUTHORITY:
*81s. **Transformers.** (Further Information.) E.S.B. 14351/69/J.
BRISBANE CITY COUNCIL:
**Sewage Treatment Works Equipment.** April 30. E.S.B. 15177/69/J.
**Current Testing Set.** May 14. E.S.B. 15178/69/J.

**Bulletin 71/69**

VICTORIAN RAILWAYS:
**Locomotives.** April 30. E.S.B. 15705/69/J.
POSTMASTER-GENERAL'S DEPARTMENT:
**Radio Telephones; Batteries; Battery Charger.** May 6. E.S.B. 15718/69/J.
DEPARTMENT OF SUPPLY:
**Machine Centre.** April 30. E.S.B. 15180/69/J.
TAROOM SHIRE COUNCIL:
**Radio Equipment.** May 7. E.S.B. 15704/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
**Conductor Wire.** May 5. E.S.B. 15710/69/J.
POSTMASTER-GENERAL'S DEPARTMENT:
**Electrical Testing Equipment.** June 19. E.S.B. 15719/69/J.
**Valve Parts and Connectors.** May 8. E.S.B. 15720/69/J.

**BELGIUM**

**Bulletin 70/69**

SHAPE
**Office Furniture.** May 2. E.S.B. 15173/69/J.

**BRAZIL**

**Bulletin 70/69**

COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILEIRAS:
**Construction Equipment and Tools** May 26. E.S.B. 15133/69/J.
FEDERAL RAILWAYS:
**Railway Electrification Equipment.** July 2. E.S.B. 15134/69/J.

**BURMA**

**Bulletin 68/69**

MINERAL DEVELOPMENT CORPORATION:
*3s. **Air Compressors.** April 30. E.S.B. 14387/69/J.
PEOPLE'S OIL INDUSTRY:
*2s. **Copper Wire.** May 15. E.S.B. 14388/69/J.

**Bulletin 69/69**

UNION OF BURMA RAILWAY BOARD:
*2s. **Electrical Supplies.** May 5. E.S.B. 14489/69/J.
*2s. **Steel Bar.** May 5. E.S.B. 14490/69/J.
*3s. **Tyres and Tubes.** May 5. E.S.B. 14487/69/J.
*2s. **Ammonia Developer.** May 7. E.S.B. 14486/69/J.
*3s. **Machine Tools Spare Parts** May 5. E.S.B. 14488/69/J.
*2s. **Leather Cloth, Canvas, Linoleum,** May 5. E.S.B. 14485/69/J.

**Bulletin 71/69**

UNION OF BURMA RAILWAY BOARD:
*2s. **Roller Bearings.** May 7. E.S.B. 15193/69/J.
*2s. **Flooring Composition; Crystal.** May 7. E.S.B. 15194/69/J.

**CANADA**

**Bulletin 69/69**

OTTAWA TRANSPORTATION COMMISSION:
*29s. **Buses.** (Advance Information.) E.S.B. 14336/69/J.

**Bulletin 70/69**

BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
**Construction of Dam.** June 3. E.S.B. 15129/69/J.

**CEYLON**

**Bulletin 68/69**

LAND DEVELOPMENT DEPARTMENT:
*2s. **Road Roller.** (Further Information.) E.S.B. 14195/69/J.
CEYLON STATE HARDWARE CORPORATION:
**Brass and Steel Bars.** June 22. E.S.B. 14396/69/J.

**Bulletin 69/69**

WATER SUPPLY, DRAINAGE AND LOCAL GOVERNMENT WORKS:
*61s. **Water Treatment Plant.** (Further Information.) E.S.B. 13192/69/J.

**Bulletin 70/69**

CEYLON OILS AND FATS CORPORATION:
**Fish and Meat Meal.** April 30. E.S.B. 15138/69/J.
TENDER BOARD, COLOMBO PORT COMMISSION:
**MS Plate.** May 14. E.S.B. 15135/69/J.
TENDER BOARD, MINISTRY OF LAND, IRRIGATION AND POWER:
*36s. **Electrical Equipment.** July 1. E.S.B. 15137/69/J.

**CHILE**

**Bulletin 70/69**

MINISTERIO DE OBRAS PUBLICAS:
*9s. **Gravel Spreader.** (Further Information.) Closing date postponed to May 12. E.S.B. 9788/69/J.
*18s. **Motor Rollers, Vibratory Rollers.** (Further Information.) Closing date postponed to May 9. E.S.B. 9784/69/J.
*8s. **Trailers** (Further Information.) Closing date postponed to May 13. E.S.B. 9792/69/J.
*9s. **Rotary Welders.** (Further Information.) Closing date postponed to May 15. E.S.B. 9797/69/J.
*9s. **Motor Pumps.** (Further Information.) Closing date postponed to May 15. E.S.B. 9796/69/J.
*9s. **Herbicide Sprayers.** (Further Information.) Closing date postponed to May 8. E.S.B. 9785/69/J.
*18s. **Bulldozers** (Further Information.) Closing date postponed to May 8. E.S.B. 9783/69/J.
*26s. **Motor Graders/Levellers.** (Further Information.) Closing date postponed to May 6. E.S.B. 9781/69/J.
18s. **Front End Loaders.** (Further Information.) Closing date postponed to May 7. E.S.B. 9782/69/J.
*9s. **Bitumen Transporter/Sprayers.** (Further Information.) Closing date postponed to May 14. E.S.B. 9790/69/J.
*9s. **Screeners.** (Further Information.) Closing date postponed to May 14. E.S.B. 9795/69/J.
*36s. **Vehicles.** (Further Information.) Closing date postponed to May 5. E.S.B. 9780/69/J.
*9s. **Road Sweepers.** (Further Information.) Closing date postponed to May 9. E.S.B. 9789/69/J.
*8s. **Tractors.** (Further Information.) Closing date postponed to May 13. E.S.B. 9791/69/J.
*9s **Bitumen Heaters.** (Further Information.) Closing date postponed to May 12. E.S.B. 9786/69/J.
*9s. **Crushers.** (Further Information.) Closing date postponed to May 14. E.S.B. 9794/69/J.
*10s. **Bitumen Tank Trailers.** (Further Information.) Closing date postponed to May 13. E.S.B. 9793/69/J.
*9s **Bitumen Mixers.** (Further Information.) Closing date postponed to May 12. E.S.B. 9787/69/J.
CORPORATION DE MEJORAMIENTS URBANS (CORMU):
*99s. (Documents in Spanish.) **Lifts, Moving Stairways.** May 6. E.S.B. 14495/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only only* £10 10s.

*If you would like a specimen copy get in touch with the Editor,* **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

**GREECE**

**Bulletin 69/69**
MINISTRY OF COMMERCE:
*14s. **Agricultural Equipment.** (Further Information.) Closing date postponed to April 28. E.S.B. 44742/68.

**Bulletin 70/69**
MINISTRY OF DEFENCE:
*12s. **Teletype Equipment.** May 15. E.S.B. 15126/69/J.
MINISTRY OF COMMERCE:
13s. **Plastic Materials.** April 25. E.S.B. 15125/69/J.
*4s. **Hoists, Floor Washing Machine.** May 2. E.S.B. 39124/68/J.

**INDIA**

**Bulletin 68/69**
HINDUSTAN COPPER LTD.:
**Trolley and Battery Locomotives.** (Further Information.) E.S.B. 13469/69/J.

**Bulletin 69/69**
BHARAT HEAVY ELECTRICALS LTD.:
**Glass Laminates.** May 13. E.S.B. 14433/69/J.

**IRAN**

**Bulletin 70/69**
IRANIAN STATE RAILWAYS:
*9s. **Iron Wire and Round Steel.** (Further Information.) May 27. E.S.B. 2977/69/J.

**IRAQ**

**Bulletin 68/69**
CENTRAL FOREIGN PURCHASING BOARD:
*6s. **Paper.** (Further Information.) E.S.B. 14120/69/J.
MINISTRY OF FINANCE:
5s. **Hospital Equipment.** (Further Information.) E.S.B. 14119/69/J.
GENERAL SPINNING AND WEAVING CO.:
*5s. **Electrical Equipment.** (Further Information.) E.S.B. 14121/69/J.
*1s. **Dyestuffs.** (Further Information.) E.S.B. 14122/69/J.

**Bulletin 69/69**
MINISTRY OF HEALTH:
*4s. **Bedsteads.** (Further Information.) E.S.B. 14128/69/J.

**IVORY COAST**

**Bulletin 69/69**
MINISTERE DE LA JEUNESSE DE L'EDUCATION POPULAIRE ET DES SPORTS:
*2s. (Documents in French.) **Sports Equipment** May 10. E.S.B. 14435/69/J.

**KENYA**

**Bulletin 70/69**
EMCO STEELWORKS (KENYA) LTD.:
**Construction of Industrial Buildings.** (Further Information.) E.S.B. 14198/69/J.

**KUWAIT**

**Bulletin 70/69**
KUWAIT NATIONAL PETROLEUM CO. (KSC):
***4s. Insulation Materials.** May 5. E.S.B. 15130/69/J.
MINISTRY OF EDUCATION:
*11s. **Leathers, Felt Sheets, Aluminium.** May 13. E.S.B. 14478/69/J.

**Bulletin 71/69**
KUWAIT NATIONAL PETROLEUM CO. (KSC):
*3s. **Steel Band and Accessories.** May 5. E.S.B. 15724/69/J.

**LIBYA**

**Bulletin 69/69**
BANK OF LIBYA, ADMINISTRATION DEPARTMENT:
**Construction of Bank.** May 20. E.S.B. 14378/69/J.

**MALAYSIA**

**Bulletin 68/69**
PUBLIC WORKS DEPARTMENT:
*38s. **Pumping Sets.** May 5. E.S.B. 14199/69/J.

**Bulletin 69/69**
MINISTRY OF HEALTH:
*13s. **X-Ray Films, Alcohol and Methylated Spirits, Drugs and Chemicals, Surgical Dressings.** May 19. E.S.B. 14395/69/J.

**Bulletin 71/69**
STATE CENTRAL TENDERS BOARD:
*1s. **Abrasive Stones.** May 5. E.S.B. 15196/69/J.
PUBLIC WORKS DEPARTMENT:
*1s. **Iron Pipes and Joints.** May 5. E.S.B. 15197/69/J.
*1s. **Torches, Batteries, Bulbs.** May 5. E.S.B. 15198/69/J.

**MALTA**

**Bulletin 68/69**
TREASURY:
***Boots.** (Further Information.) E.S.B. 13229/69/J.
***Carbolic Soap.** (Further Information.) E.S.B. 13230/69/J.

**Bulletin 69/69**
TREASURY:
***Aluminium Capping Foil.** May 18. E.S.B. 14439/69/J.
***Dressings.** May 18. E.S.B. 14440/69/J.
***Cotton.** (Further Information.) E.S.B. 14111/69/J.

**Bulletin 70/69**
TREASURY:
**Construction of Hospital.** May 14. E.S.B. 15127/69/J.

**MOZAMBIQUE**

**Bulletin 68/69**
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
50s. (Documents in Portuguese.) **Railway Points.** May 5. E.S.B. 14367/69/J.

**NEW ZEALAND**

**Bulletin 71/69**
POST OFFICE HEADQUARTERS:
3s. **X-Y Recorder.** May 13. E.S.B. 15725/69/J.

**PAKISTAN**

**Bulletin 69/69**
WEST PAKISTAN RAILWAY BOARD:
*23s. **Rail Sawing Machines, Creosoting Plant.** (Further Information.) Closing date postponed to May 6. E.S.B. 8552/69/J.
*25s. **Steel Plates and Channels.** May 17. E.S.B. E.S.B. 14437/69/J.

**Bulletin 70/69**
DEPARTMENT OF INVESTMENT PROMOTION AND SUPPLIES:
**Broadcast Transmitter.** (Further Information.) Closing date postponed to May 15. E.S.B. 9714/69/J.
WEST PAKISTAN RAILWAY BOARD:
*13s. **Creosote Oil.** (Further Information.) E.S.B. 13421/69/J.
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*5s. **Laboratory Equipment.** April 30. E.S.B. 15148/69/J.

**Bulletin 71/69**
3s. **Laboratory Apparatus** May 1. E.S.B. 15149/69/J.
*3s. **Workshop Machinery and Tools.** May 2. E.S.B. 15150/69/J.
3s. **Tools.** May 3. E.S.B. 15151/69/J.
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*5s. **Grinding Wheel Dresser and Hand Tools.** May 6. E.S.B. 15158/69/J.
*3s. **Workshop Machinery.** May 9. E.S.B. 15156/69/J.
*3s. **Engine Spare Parts** May 8. E.S.B. 15155/69/J.
*3s. **Workshop Equipment.** May 7. E.S.B. 15154/69/J.
*3s. **Clamps.** May 6. E.S.B. 15153/69/J.
*3s. **Workshop Equipment.** May 5. E.S.B. 15152/69/J.
WEST PAKISTAN RAILWAY BOARD:
**Railway Track Laying Equipment.** May 27. E.S.B. 15723/69/J.

**SAUDI ARABIA**

**Bulletin 68/69**
MINISTRY OF AGRICULTURE AND WATER:
**Wooden Boxes for Maps** April 30. E.S.B. 14356/69/J

**SINGAPORE, REPUBLIC OF**

**Bulletin 71/69**
TELECOMMUNICATIONS DEPARTMENT:
*7s. **Telegraph Control Equipment.** May 9. E.S.B. 15188/69/J.

**SOUTH AFRICA**

**Bulletin 68/69**
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION:
***Roll Form Corrugating Line and Equipment.** June 25. E.S.B. 14362/69/J.

**SPAIN**

**Bulletin 68/69**
MINISTERIO DE OBRAS PUBLICAS:
**Construction of Barcelona Subway.** May 9. E.S.B. 14358/69/J.
**Subway.** May 9. E.S.B. 14354/69/J.

**Bulletin 71/69**
MINISTERIO DE INDUSTRIA:
**Profile Recorder, Generating Set.** May 3. E.S.B. 15186/69/J.

**SUDAN**

**Bulletin 69/69**
CENTRAL ELECTRICITY AND WATER CORPORATION:
***Generating Stations.** July 19. E.S.B. 14479/69/J.

**Bulletin 70/69**
SUDAN GEZIRA BOARD:
*2s. **Chemical Seed Dressing.** May 5. E.S.B. 15103/69/J.
CENTRAL ELECTRICITY AND WATER CORPORATION:
*3s. **Wire.** May 1. E.S.B. 15104/69/J.
*3s. **Aluminium Conductor.** April 30. E.S.B. 15105/69/J.
MINISTRY OF HEALTH:
**Medical Supplies.** April 30. E.S.B. 14467/69/J.
DEPARTMENT OF CIVIL AVIATION:
*2s. **Firefighting Equipment, Clothing, Radio Sets.** Closing date unspecified. E.S.B. 14055/69/J.
MINISTRY OF COMMUNICATIONS:
*7s. **Radio Communication Equipment.** May 15. E.S.B. 15106/69/J.
*27s. **Automatic Telephone Exchanges.** May 12. E.S.B. 14461/69/J.

**TAIWAN**

**Bulletin 68/69**
CENTRAL TRUST OF CHINA:
*3s. **Couplers.** May 22. E.S.B. 14191/69/J.

**Bulletin 69/69**
CENTRAL TRUST OF CHINA:
*3s. **Road Rollers.** May 26. E.S.B. 14342/69/J.
*3s. **Superwrenches.** May 5. E.S.B. 14401/69/J.
*3s. **Testing and Measuring Instruments.** May 26. E.S.B. 14363/69/J.
*3s. **Laboratory Apparatus.** May 2. E.S.B. 14400/69/J.
*2s. **Valves.** May 6. E.S.B. 14402/69/J.
*3s. **Diethylene Glycol.** May 27. E.S.B. 14398/69/J.
**Golden Yellow Tipping Paper.** May 27. E.S.B. 14397/69/J.

**THAILAND**

**Bulletin 69/69**
DIRECTORATE OF AIR ENGINEERING:
*5s. **Optical Comparator and Precision Measuring Machine** May 8. E.S.B. 14424/69/J.
*4s. **Honing Machine and Accessories.** May 15. E.S.B. 14425/69/J.
ROYAL IRRIGATION DEPARTMENT:
8s. **Surveying Equipment, Ambulance.** May 6. E.S.B. 14464/69/J.

**Bulletin 70/69**
PROVINCIAL ELECTRICITY AUTHORITY:
**Machine Spare Parts.** April 30. E.S.B. 14499/69/J.
**Engine Spare Parts.** May 1. E.S.B. 14500/69/J.

**Bulletin 71/69**
YANHEE ELECTRICITY AUTHORITY:
**Steel Conduit Liners** June 3. E.S.B. 15727/69/J.

*(Continued on next page)*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OPPORTUNITIES FOR EXPORTERS, *continued*

**TURKEY**
**Bulletin 68/69**
STATE RAILWAY ADMINISTRATION:
*24s. **Permanent Way Materials.** May 6. E.S.B. 14338/69/J.
TURKISH GENERAL STAFF:
*17s. **Microfilm Equipment and Supplies.** May 20. E.S.B. 14360/69/J.
**Bulletin 69/69**
ILLER BANKASI:
*45s. **Generating Sets.** May 5. E.S.B. 14421/69/J.
*81s. **Electrical Equipment.** May 8. E.S.B. 14422/69/J.
*17s. **Radio Communication Equipment.** May 23. E.S.B. 14423/69/J.

**UNITED STATES OF AMERICA**
**Bulletin 71/69**
SACRAMENTO MUNICIPAL UTILITY DISTRICT:
**Feedwater Heaters and Drain Coolers for Generating Station.** May 20. E.S.B. 15172/69/J.

**URUGUAY**
**Bulletin 70/69**
STATE RAILWAYS (AFE):
**Hand Lanterns.** May 30. E.S.B. 15417/69/J.

**VIETNAM**
**Bulletin 71/69**
INDUSTRIAL DEVELOPMENT CENTER:
**Prefabricated Housing Manufacturing Plant.** May 31. E.S.B. 15712/69/J
**Can Manufacturing Plant.** May 31. E.S.B. 15713/69/J.
**Enamelled Steel Products Plant.** June 15. E.S.B. 15714/69/J.
**Worsted Spinning Plant.** May 31. E.S.B. 15715/69/J.
**Synthetic Textile Fabric Plant.** May 31. E.S.B. 15716/69/J.

**YUGOSLAVIA**
**Bulletin 71/69**
NOVINSKO IZDAVACKO I STAMPARSKO 'VJESNIK':
**Perforated Card Printing Machine.** June 20. E.S.B. 15166/69/J.
PREDUZELE ZA UVOZ-IZVOR TEKG-INVESTI:
*1s. (Press Cutting.) **Carpet-making Machinery.** June 20. E.S.B. 15169/69/J.
RUDARSKO METALURSKO HEMIJSKI KOMBINAT:
*1s (Press Cutting.) **Mining Equipment.** June 20. E.S.B. 15170/69/J.
TEKIG INVEST, PREDOZELE ZA UVOZ-IZVOZ:
*1s. (Press Cutting.) **Textile Machinery; Ironing Machines.** June 20. E.S.B. 15171/69/J.

# *Opportunities for exporters—Agency inquiries, market reports, etc.*

*Brief details are given below for some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the* **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

*Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

**ALGERIA**
**Bulletin 70/69**
Inquiry for dental supplies. E.S.B. 7107/69/J.

**AUSTRALIA**
**Bulletin 68/69**
Inquiry for steel bar. E.S.B. 13056/69/J.
**Bulletin 69/69**
Inquiry for menswear. E.S.B. 14721/69/J.
Agency inquiry for chemicals. E.S.B. 13879/69/J.
Inquiry for motor vehicle parts and accessories. E.S.B. 12355/69/J.
**Bulletin 70/69**
Agency inquiry for woodworking machinery; tungsten carbide wood-working tools. E.S.B. 13194/69/J.
Inquiry for press drives. E.S.B. 13027/69/J.
**Bulletin 71/69**
Agency inquiry for piston type V engines – pneumatic. E.S.B. 14544/69/J.

**AUSTRALIA, WAIVER OF BRITISH PREFERENCE**
**Bulletin 68/69**
3s. Inquiry for defibrator machine. E.S.B. S/30/69/J.
**Bulletin 69/69**
Inquiry for automatic rondating machine. E.S.B. M/10/69/J.

**AUSTRIA**
**Bulletin 68/69**
British Week in Vienna. E.S.B. 9969/69/J.
Inquiry for cutlery; plates; tin boxes. E.S.B. 14683/69/J.
Inquiry for steel and band steel. E.S.B. 14682/69/J.
**Bulletin 70/69**
Agency inquiry for central heating fittings. E.S.B. 15210/69/J.
Inquiry for metal boxes. E.S.B. 15256/69/J.
**Bulletin 71/69**
Agency inquiry for giftware; souvenirs. E.S.B. 3121/69/J.

**BARBADOS**
**Bulletin 69/69**
Agency inquiry for water meters. E.S.B. 14205/69/J.

**BELGIUM**
**Bulletin 69/69**
Inquiry for dry chemical products. E.S.B. 14274/69/J.
**Bulletin 70/69**
Agency inquiry for equipment for the handling, distribution and transportation of natural gas. E.S.B. 15233/69/J.

**BOLIVIA**
**Bulletin 71/69**
Agency inquiry for photographic equipment; self-photography booths. E.S.B. 15393/69/J.

**BRAZIL**
**Bulletin 70/69**
Inquiry for hospital equipment – further information. E.S.B. 8080/69/J
Inquiry for coil spring manufacturing machinery. E.S.B. 15389/69/J.
Inquiry for wire drawing machinery. E.S.B. 15424/69/J.

**BURMA**
**Bulletin 68/69 and 70/69**
*Inquiry for glazed earthenware tiles. E.S.B. 38896/68/J.

**CANADA**
**Bulletin 68/69**
Manufacture under licence – valves. E.S.B. 7905/69/J.
Inquiry for silicone rubber coated fibre glass sleeving. E.S.B. 13526/69/J.
**Bulletin 69/69**
Inquiry for educational equipment. E.S.B. 13805/69/J.
Inquiry for tape; label stocks. E.S.B. 14578/69/J.
**Bulletin 70/69**
*Inquiry for plastic packaging material. E.S.B. 14957/69/J.
**Bulletin 71/69**
Inquiry for double-knit jersey piecegoods. E.S.B. 16046/68/J.

**CANARY ISLANDS**
**Bulletin 68/69**
Agency inquiry for biscuits; chewing gum. E.S.B. 10259/69/J.

**CENTRAL AMERICA**
**Bulletin 69/69**
Honduras introduces the CACM economic stabilization tax. E.S.B. 1209/G/J.
CACM import duty bonds on Nicaraguan goods. E.S.B. 1209/G/J.
Nicaraguan tax on Central American imports. E.S.B. 1209/G/J.

**CHILE**
**Bulletin 68/69**
5s. Inquiry for utilization of industrial by-products. E.S.B. 13745/69/J.

**DENMARK**
**Bulletin 68/69**
Inquiry for seat belts. E.S.B. 14866/69/J.

**ECUADOR**
**Bulletin 70/69**
Inquiry for air conditioning equipment; boilers; hospital equipment. E.S.B. 14581/69/J.

**FIJI**
**Bulletin 68/69**
Agency inquiry for cocoa; envelopes. E.S.B. 14245/69/J.
**Bulletin 70/69**
Agency inquiry for shoes. E.S.B. 13891/69/J.

**FINLAND**
**Bulletin 68/69**
Agency inquiry for dress materials. E.S.B. 6623/69/J.
Inquiry for hospital and laboratory equipment; meal/tray distribution system. E.S.B. 10358/69/J.

**FRANCE**
**Bulletin 68/69**
*8s. Inquiry for machine tools. E.S.B. 13706/69/J.
**Bulletin 69/69**
Inquiry for couplings; gears; speed controllers. E.S.B. 14204/69/J.
Inquiry for hospital and laboratory equipment; meal-ine. E.S.B. 13880/69/J.
**Bulletin 70/69**
Inquiry for drills; tubes; welding machines. E.S.B. 14962/69/J.
Inquiry for glass processing equipment. E.S.B. 15070/69/J.
Inquiry for wood-working machinery. E.S.B. 15226/69/J.
Agency inquiry for board for packaging; paper. E.S.B. 13541/69/J.
Inquiry for aluminium sheets. E.S.B. 15263/69/J.

**GERMANY, FEDERAL REPUBLIC OF**
**Bulletin 68/69**
Agency inquiry for yarns. E.S.B. 14667/69/J.
Agency inquiry for components and accessories for air conditioning systems. E.S.B. 14758/69/J.
**Bulletin 69/69**
Inquiry for biscuits; confectionery; shortbread. E.S.B. 14666/69/J.
Agency inquiry for do-it-yourself articles. E.S.B. 5321/69/J.
Inquiry for gardening equipment and supplies. E.S.B. 13304/69/J.
**Bulletin 70/69**
Inquiry for domestic radiators. E.S.B. 19460/69/J.
Inquiry for bricks. E.S.B. 15328/69/J.
Inquiry for storage cabinets. E.S.B. 15326/69/J.
Inquiry for heating systems. E.S.B. 3558/69/J.
**Bulletin 71/69**
*13s. Inquiry for grinding machines – further information. E.S.B. 12710/69/J.

**GREECE**
**Bulletin 70/69**
Inquiry for cosmetics; household cleaners; toiletries. E.S.B. 15702/69/J.
Agency inquiry for clothing materials. E.S.B. 10269/69/J.
Agency inquiry for reproduction furniture. E.S.B. 13735/69/J.

**INDIA**
**Bulletin 70/69**
1s. Inquiry for torque spanners. E.S.B. 11781/69/J.

**IRAQ**
**Bulletin 70/69**
Inquiry for flour milling plants. E.S.B. 15281/69/J.

**IRISH REPUBLIC**
**Bulletin 70/69**
*Inquiry for punched cards. E.S.B. 12381/69/J.

**ISRAEL**
**Bulletin 68/69**
Inquiry for acids; oils. E.S.B. 14790/69/J.
**Bulletin 69/69**
Agency inquiry for chemicals. E.S.B. 14579/69/J.
Agency inquiry for cloth. E.S.B. 14629/69/J.
**Bulletin 70/69**
Agency inquiry for air conditioning equipment; electric motors; pumps. E.S.B. 14288/69/J.
Agency inquiry for chemicals. E.S.B. 14261/69/J.

**ITALY**
**Bulletin 68/69**
Agency inquiry for scientific instruments and equipment. E.S.B. 13936/69/J.
Agency inquiry for medical equipment. E.S.B. 14503/69/J.
Inquiry for anti-rust products; die casting products; lapping products; metal film coating processes; pure/emulsified oils; quenching oils. E.S.B. 12641/69/J.
**Bulletin 69/69**
Agency inquiry for piece-goods; textile fabrics. E.S.B. 14767/69/J.
Inquiry for catering equipment. E.S.B. 12707/69/J.
Inquiry for aluminium coils. E.S.B. 14700/69/J.
Inquiry for polystyrene. E.S.B. 14700/69/J.
Agency inquiry for industrial control units; radio remote controls; relays; ultrasonic control equipment. E.S.M. 14726/69/J.
Agency inquiry for cotton fabrics. E.S.B. 13904/69/J.
Manufacture under licence – equipment for telephone exchanges. E.S.B. 14955/69/J.
Inquiry for irrigation plants. E.S.B. 12159/69/J.
**Bulletin 70/69**
Inquiry for cast iron radiators; oil fired boilers; steel sheets; thermo ventilating equipment. E.S.B. 6957/69/J.
Agency inquiry for arc lamp carbons; cinema accessories; projectors. E.S.B. 14899/69/J.
Agency inquiry for carbon black. E.S.B. 9644/69/J.
Agency inquiry for industrial and radio-graphical X-ray equipment; testing equipment. E.S.B. 7974/69/J.
Inquiry for television components. E.S.B. 14727/69/J.

**JAMAICA**
**Bulletin 69/69**
Inquiry for surgical dressings. E.S.B. 14921/69/J.
Agency inquiry for men's hats. E.S.B. 14596/69/J.

**JAPAN**
**Bulletin 69/69**
Agency inquiry for pharmaceuticals. E.S.B. 14580/69/J.
**Bulletin 70/69**
Inquiry for audio products; master tapes. E.S.B. 13945/69/J.

**KENYA**
**Bulletin 68/69**
Inquiry for machinery for making automobile silencers and radiators; cotton wool balls and buds; roofing materials; shoe laces; tubular steel furniture; welding electrodes; aerosol filling; table salt and tyre retreading plants. E.S.B. 14761/69/J.

**KUWAIT**
**Bulletin 68/69**
Business visitors to Kuwait. E.S.B. 1209/G/J.

**LIBYA**
**Bulletin 68/69**
Inquiry in respect of hospital supplies and equipment. E.S.B. 14535/69/J.
**Bulletin 70/69**
Inquiry for taxidermists supplies. E.S.B. 15074/69/J.
Inquiry for undergarments. E.S.B. 14607/69/J.

**LUXEMBOURG**
**Bulletin 70/69**
Inquiry for aluminium circles. E.S.B. 13827/69/J.

**MALAWI**
**Bulletin 69/69**
Agency inquiry for diesel generating sets. E.S.B. 14770/69/J.

**MALAYSIA**
**Bulletin 68/69**
Agency inquiry for printers photographic equipment; paper and boards; stationery accessories. E.S.B. 7818/69/J.

**MALTA**
**Bulletin 69/69**
Agency inquiry for audio equipment. E.S.B. 14553/69/J.

**Bulletin 70/69**
Agency inquiry for jute upholstery webbing. E.S.B. 14692/69/J.

**MEXICO**
**Bulletin 68/69**
Advertizing of alcoholic beverages. E.S.B. 1209/G/J.
**Bulletin 70/69**
*6s. Manufacture under licence – floor springs; furniture locks and hinges. E.S.B. 14204/69/J.

**MOROCCO**
**Bulletin 70/69**
Agency inquiry for china; cutlery; glassware. E.S.B. 15085/69/J.

**NETHERLANDS**
**Bulletin 68/69**
Agency inquiry for surgical equipment. E.S.B. 14266/69/J.
Inquiry for motor vehicle parts; cog gears for moped chains. E.S.B. 13705/69/J.
**Bulletin 70/69**
Agency inquiry for garage tools. E.S.B. 14605/69/J.

**NEW ZEALAND**
**Bulletin 69/69**
Agency inquiry for sterile applicator swabs. E.S.B. 14711/69/J.
**Bulletin 70/69**
Agency inquiry for vehicle spares. E.S.B. 14916/69/J.
Agency inquiry for couplings; hoses. E.S.B. 14916/69/J.
Agency inquiry for gramophone records; tapes. E.S.B. 11865/69/J.

**NIGERIA**
**Bulletin 70/69**
*Agency inquiry for artificial leather. E.S.B. 13965/69/J.
Inquiry for sports goods. E.S.B. 15016/69/J.

**NORWAY**
**Bulletin 68/69**
Agency inquiry for ships equipment. E.S.B. 14280/69/J.
**Bulletin 70/69**
Agency inquiry for acid-free cotton wool. E.S.B. 14619/69/J.
Inquiry for components and raw materials for the manufacture of electric signs. E.S.B. 37498/67/J.
Agency inquiry for yarns. E.S.B. 15285/69/J.

**PAKISTAN**
**Bulletin 68/69**
Agency inquiry for cranes; domestic electrical equipment; vehicles. E.S.B. 36002/68/J.

**PHILIPPINES, REPUBLIC OF**
**Bulletin 70/69**
Inquiry for machine tools. E.S.B. 15215/69/J.

**PORTUGAL**
**Bulletin 71/69**
Agency inquiry for fork lift trucks. E.S.B. 14566/69/J.

**RUMANIA**
**Bulletin 70/69**
Inquiry for car washing machines. E.S.B. 15392/69/J.

**SAUDI ARABIA**
**Bulletin 69/69**
Inquiry for prefabricated houses. E.S.B. 47299/68/J.

**SINGAPORE**
**Bulletin 69/69**
Inquiry for clocks; cosmetics; clothing; confectionery; electrical appliances; jewellery; novelties; optical goods; transitor radios; textiles; watches. E.S.B. 8239/69/J.
**Bulletin 70/69**
Agency inquiry for power transformers. E.S.B. 14978/69/J.

**SOUTH AFRICA**
**Bulletin 70/69**
Agency inquiry for chassis and suspension parts. E.S.B. 14551/69/J.
Inquiry for gas meters. E.S.B. 13178/69/J.

**SPAIN**
**Bulletin 68/69**
Agency inquiry for air conditioning accessories. E.S.B. 13600/69/J.
**Bulletin 69/69**
Inquiry for kitchen equipment. E.S.B. 12370/69/J.

**SWAZILAND**
**Bulletin 69/69**
Inquiry for axes. E.S.B. 14852/69/J.

**SWEDEN**
**Bulletin 69/69**
Agency inquiry for hydraulic hose and couplings; steel wire rope. E.S.B. 14505/69/J.
Inquiry for cretonnes; plastic fabrics. E.S.B. 14730/69/J.
Agency inquiry for hydraulic motors; torque converters. E.S.B. 14741/69/J.
Inquiry for New Forest ponies. E.S.B. 14874/69/J.
**Bulletin 70/69**
Agency inquiry for grinders; lathes. E.S.B. 13033/69/J.
**Bulletin 71/69**
Agency inquiry for chemical additives and specialities; homogenizing and packaging machines; starches. E.S.B. 11720/69/J.

**SWITZERLAND**
**Bulletin 69/69**
Inquiry for carpets; furnishing fabrics; tulle; wall tapestries. E.S.B. 14691/69/J.
Inquiry for steel products. E.S.B. 8240/69/J.
**Bulletin 70/69**
Agency inquiry for knitwear. E.S.B. 14598/69/J and 14637/69/J.
Agency inquiry for industrial and domestic air conditioning units. E.S.B. 14917/69/J.
Inquiry for hotel fittings and equipment. E.S.B. 15296/69/J.
Agency inquiry for fabrics. E.S.B. 14901/69/J.
Agency inquiry for chemical products. E.S.B. 12802/69/J.
Inquiry for confectionery; giftware. E.S.B. 15261/69/J.
Inquiry for audio-visual equipment; optical instruments; photographic equipment; temperature control instruments. E.S.B. 15458/69/J.
Inquiry for biscuits and cakes; jams; sauces. E.S.B. 15459/69/J.

**TANZANIA**
**Bulletin 70/69**
Inquiry for distilling plant; polishing machinery; sawmill machinery. E.S.B. 14300/69/J.

**THAILAND**
**Bulletin 71/69**
Inquiry for blowing machine; neutral glass; printing machine. E.S.B. 15371/69/J.

**TRINIDAD/TOBAGO**
**Bulletin 68/69**
Inquiry for copper sheet. E.S.B. 14591/69/J.
Inquiry for machinery for dyeing, drying and finishing of cotton towels. E.S.B. 9902/69/J.
**Bulletin 70/69**
Agency inquiry for cereals; drugs. E.S.B. 14903/69/J.
Agency inquiry for safety headgear. E.S.B. 15277/69/J.

**TUNISIA**
**Bulletin 70/69**
Inquiry for poultry rearing equipment. E.S.B. 14751/69/J.

**TURKEY**
**Bulletin 69/69**
1s. Inquiry for mining machinery. E.S.B. 2607/69/J.

**UNITED ARAB REPUBLIC (EGYPT)**
**Bulletin 70/69**
Inquiry for bends; pipes; plugs; reducers; valves. E.S.B. 15077/69/J.

**UNITED STATES OF AMERICA**
**Bulletin 68/69**
Inquiry for marine and nautical giftware. E.S.B. 14881/69/J.
**Bulletin 69/69**
2s. Inquiry for rim clamps. E.S.B. 14826/69/J.
**Bulletin 70/69**
Inquiry for preserves. E.S.B. 15054/69/J.
*Inquiry for plastic gloves. E.S.B. 14876/69/J.

**VENEZUELA**
**Bulletin 68/69**
Inquiry for packaging machinery; plastic raw materials; plastic bottles. E.S.B. 5264/69/J.

**ZAMBIA**
**Bulletin 70/69**
Agency inquiry for clothing; confectionery; foodstuffs; haberdashery; lamp bulbs and tubes. E.S.B. 6122/69/J.

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# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN COMMUNITIES

### *Customs legislation in the EEC*

THE *Board of Trade Journal* dated May 24, 1968 (pages 1614 and 1615), contains a notice about a number of proposed Directives, Regulations and Decision submitted to the Council of the EEC for approval. All these Directives and all but one of the Regulations were adopted and further notices about them appeared in the *Board of Trade Journals* dated July 12, 1968 (page 132), August 16, 1968 (pages 506-509), October 18, 1968 (pages 1079 and 1080), November 22, 1968 (page 1431) and March 21, 1969 (pages 872 and 873).

The *Journal Officiel des Communautés Européennes* No. L77 dated March 29, 1969, contains the approved text of the outstanding **Regulation (CEE) No. 542/69** which concerns the transit of goods within the Community. This Regulation, which will come into effect on January 1, 1970, and will apply to all goods circulating in the Community, should simplify the control and speed-up the movement of goods in the EEC. The new arrangements for customs supervision of such goods will have the following effects:

(a) A single document will replace the export declaration, the movement certificate (D. D, Form), and the transit declaration

(b) The inspection of goods on departure from and arrival in the vicinity of or at the actual premises of the exporter on the consignee will enable all complicated formalities on crossing frontiers to be dispensed with, and one customs-office stop in two will be eliminated. The system should also prevent the breaking of bulk consignments

(c) The reductions in guarantees usually required by customs should cut the cost of transport operations.

The French text of the Regulations and Directives referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). Unofficial translations of **Regulation (CEE) No. 803/68** on the valuation of goods for Customs purposes (*Board of Trade Journal* dated August 16, 1968) and **Directive 68/312/CEE** concerning the production to Customs of goods arriving on the Customs Territory of the Community and the temporary storage of goods (*Board of Trade Journal* dated October 18, 1968) are available on application to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354).

Unofficial translations of **Regulation (CEE) No. 802/68** and **Regulation (CEE) No. 1769/68** which also concern customs legislation in the EEC are available from the Commercial Relations and Exports Department at the address given above. The first of these relates to the common definition of the concept of origin of goods imported or exported by the Member States of the EEC and the second to the cost of air transport to be incorporated in the valuation of imported goods in accordance with **Regulation (CEE) No. 803/68.**

### *Common agricultural policy*

THE TEXTS of the following Regulations, which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

#### PROCESSED AGRICULTURAL PRODUCTS

**Regulation (CEE) No. 581/69** determines the amount of the variable elements applicable during the second quarter of 1969, for the import of goods, coming from third countries, covered by **Regulation (CEE) No. 160/66,** which is the basic Regulation instituting a system of trade in respect of certain goods resulting from the processing of agricultural products (*Journal Officiel* No. L78 dated March 28, 1969).

#### CEREALS

**Regulation (CEE) No. 618/69** modifies **Regulation (CEE) No. 957/68** which fixes the denaturation premiums for soft wheat during the Marketing Year 1968/1969 (*Journal Officiel* No. L80 dated April 1, 1969).

#### EGGS

**Regulation (CEE) No. 641/69** relates to determining the origin of certain goods obtained from eggs (*Journal Officiel* No. L83 dated April 4, 1969).

#### MILK AND MILK PRODUCTS

**Regulation (CEE) No. 595/69** cancels the auction set out in **Regulation (CEE) No. 411/69** concerning certain cheeses held by the Italian Intervention Organization (*Journal Officiel* No. L76 dated March 29, 1969).

The *Board of Trade Journal* dated August 16, 1968 (pages 510/511) contained an announcement about **Regulation (CEE) No. 1106/68,** relating to the methods of granting aid for powdered skimmed milk intended for processing into compound animal feedstuffs. The *Journal Officiel des Communautés Européennes* No. L83 dated April 4, 1969 contains the text of **Regulation (CEE) No. 644/69** modifying **Regulation (CEE) No. 1106/69.**

#### CATTLEMEAT, BEEF AND VEAL

**Regulation (CEE) No. 614/69** relates to a notice of auction for the disposal of frozen hind quarters of cattlemeat, held by the Belgian Intervention organization (*Journal Officiel* No. L80 dated April 1, 1969).

**Regulation (CEE) No. 615/69** relates to a notice of auction for the disposal of frozen hind quarters of cattlemeat, held by the French Intervention Organization (*Journal Officiel* No. L80 dated April 1, 1969).

**Regulation (CEE) No. 642/69** modifies **Regulation (CEE) No. 1025/68** which fixes the coefficient used to calculate the levy for all cattlemeat other than frozen (*Journal Officiel* No. L83 dated April 4, 1969).

**Regulation (CEE) No. 643/69** modifies **Regulation (CEE) No. 1072/68** so far as it concerns the coefficient used to calculate the levy for 'not specified' boned pieces of frozen cattlemeat (*Journal Officiel* No. L83 dated April 4, 1969).

### OILS, FATS AND OILSEEDS

**Regulation (CEE) No. 616/69** increases the compensatory amount for the import of sunflower oil, originating in or coming from Bulgaria, Hungary, Yugoslavia, Rumania and the USSR (*Journal Officiel* No. L80 dated April 1, 1969).

## *Transport in the EEC*

THE *Journal Officiel des Communautés Européennes* No. L77 dated March 29, 1969, contains the text of **Regulation (CEE) No. 543/69** relating to the harmonization of certain provisions for social matters in the sphere of road transport.

The French text of the above Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

The *Journal Officiel des Communautés Européennes* No. L79 dated March 31, 1969, contains the text of **Regulation (CEE) No. 582/69** concerning certificates of origin and applications for them in accordance with the provisions of **Regulation CEE No. 802/68.**

The French text of this Regulation may also be seen on application to the Export Services Branch, at the address given above.

# FRANCE

## *Customs modifications*

THE FRENCH *Journal Officiel* of March 27 published the following amendments to the French customs tariff in accordance with EEC Regulation No. 455/69 of March 11, 1969. The following amendments will therefore take effect from April 4, 1969.

| Tariff No. | Description | Tariff Rate |
|---|---|---|
| 20·07 | Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit: | |
| A | No change | |
| B | Of a density of 1·33 or less at 15°C.: | |
| | I Of grapes, apples, pears, mixtures of apple and pear juice. | |
| | a Of a value of more than Fr.88·87 per 100 kg. net weight | |
| | 1 Of grapes | 28% |
| | 2 Of apples and pears | |
| | aa with added sugar | 24·6% |
| | bb other | 25% |
| | 3 Mixtures of apple and pear juice | 25% |
| | b Of a value equal to or less than Fr.88·87 per 100 kg. net weight | |
| | 1 Of grapes: | |
| | aa containing more than 30% in weight of added sugar | 28% (a) |
| | bb other | 28% |
| | 2 Of apples: | |
| | aa containing more than 30% in weight of added sugar | 24·6% (a) |
| | bb containing 30% or less in weight of added sugar | 24·6% |
| | cc containing no added sugar | 25% |
| | 3 Of pears: | |
| | aa containing more than 30% in weight of added sugar | 24·6% |
| | bb containing 30% or less in weight of added sugar | 24·6% |
| | cc containing no added sugar | 25% |
| | 4 Mixtures of apple and pear juice: | |
| | aa containing more than 30% in weight of added sugar | 25% (a) |
| | bb other | 25% |
| | II Other: | |
| | a Of a value of more than Fr. 148·11 per 100 kg. net weight | |
| | 1 Of oranges | 19·6% |
| | 2 Of grapefruit and pomelos | 17·4% (I) |
| | 3 Of lemons and other citrus fruit: | |
| | aa containing added sugar | 18·6% |
| | bb other | 19% |
| | 4 Of pineapples | |
| | aa containing added sugar | 19·6% |
| | bb other | 20% |
| | 5 Of tomatoes: | |
| | aa containing added sugar | 20·6% |
| | bb other | 21% |
| | 6 Of other fruit or vegetables | |
| | aa containing added sugar | 21·6% |
| | bb other | 22% |
| | 7 Mixtures: | |
| | aa of citrus and pineapple juice | |
| | 11 containing added sugar | 19·6% |
| | 22 other | 20% |
| | bb other | |
| | 11 containing added sugar | 21·6% |
| | 22 not specified | 22% |
| | b Of a value equal to or less than Fr. 148·11 per 100 kg. net weight | |
| | 1 Of oranges | |
| | aa containing more than 30% in weight of added sugar | 19·6% (a) |
| | bb other | 19·6% |
| | 2 Of grapefruit and pomelos: | |
| | aa containing more than 30% in weight of added sugar | 17·4% (I) (a) |
| | bb other | 17·4% (I) |
| | 3 Of lemons: | |
| | aa containing more than 30% in weight of added sugar | 18·6% (a) |
| | bb containing 30% or less in weight of added sugar | 18·6% |
| | cc containing no added sugar | 19% |
| | 4 Other citrus fruit: | |
| | aa containing more than 30% in weight of added sugar | 18·6% (a) |
| | bb containing 30% or less in weight of added suger | 18·6% |
| | cc containing no added sugar | 19% |
| | 5 Of pineapples: | |
| | aa containing more than 30% in weight of added sugar | 19·6% (a) |
| | bb containing 30% or less in weight of added sugar | 19·6% |
| | cc containing no added sugar | 20% |
| | 6 Of tomatoes: | |
| | aa containing more than 30% in weight of added sugar | 20·6% (a) |
| | bb containing 30% or less in weight of added sugar | 20·6% |
| | cc containing no added sugar | 21% |
| | 7 Other fruit and vegetables: | |
| | aa containing more than 30% in weight of added sugar | 21·6% (a) |
| | bb containing 30% or less in weight of added sugar | 21·6% |
| | cc containing no added sugar | 22% |
| | 8 Mixtures: | |
| | aa Of citrus and pineapple juice | |
| | 11 containing more than 30% in weight of added sugar | 19·6% (a) |
| | 22 containing 30% or less in weight of added sugar | 19·6% |
| | 33 containing no added sugar | 20% |
| | bb Other: | |
| | 11 containing more than 30% in weight of added sugar | 21·6% (a) |
| | 22 containing 30% or less in weight of added sugar | 21·6% |
| | 33 containing no added sugar | 22% |

(a) This duty may be added to the levy on the sugar content in the products as laid down in an EEC Council regulation the rates of which will be published in notices to importers.
(I) This duty is reduced to 17·1% until June 30, 1969, inclusive.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

# SPAIN

## *Opening of global quotas 1969*

THE SPANISH global quotas for 1969 were published in the *Board of Trade Journal* dated February 7. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications should be presented between April 15 and May 14.

| Quota | Goods | Value of licences for which applications are invited |
|---|---|---|
| | | Pesetas |
| 14 | Perfumery, toilet and cosmetic preparations | 11,000,000 |
| 17 | Aminoplasts | 16,500,000 |
| 18 | Other condensation, polycondensation and polyaddition products | 16,500,000 |
| 21 | Other polymerization and co-polymerization products | 30,250,000 |

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

### LETTERS TO THE EDITOR

*Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

## IRISH REPUBLIC

### *Import of raw onions*

THE MINISTER of Agriculture and Fisheries in the Irish Republic has announced that under the Onions (Regulation of Import) Order, 1948 he is prepared to grant licences to established importers for the importation of limited quantities of raw onions during the period April 22 to May 15, 1969.

Applications for licences should be addressed to the Secretary, Department of Agriculture and Fisheries (Section 4), Dublin, 2 and should state the quantity it is desired to import and the country of origin.

## LEBANON

### *Ceramic sanitaryware*

THE LEBANESE *Official Gazette* No. 14, of February 17, 1969, published a decision by the Lebanese Minister of National Economy (Legislative Decree No. 103/1 of February 12, 1969), re-imposing the restrictions which subjected ceramic sanitaryware, falling within customs tariff 69.10, to import licensing control.

The import restriction on ceramic sanitaryware was originally imposed in May 1968, but was rescinded in December (see *Board of Trade Journal* for July 5, 1968 and January 24, 1969). It has now been re-imposed as a protection for the local industry.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

### *Import of potassium nitrate*

THE LEBANESE *Official Gazette* of January 16, 1969, published a decision by the Higher Council for Customs (Arrete No. 2632 of January 7) liberalizing the import of potassium nitrate into the Lebanon. This decision cancels the previous restriction imposed in 1923.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).


# Have YOU looked for EXPORT MARKETS?

**We will gladly share with you the knowledge and experience of our Managers and the close connections we have in the countries listed below. If the answers to your export questions are not on file we can quickly supply them.**

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## JORDAN

### *Import restrictions*

AS A RESULT of last year's increased exports of phosphate to India and the continued imbalance of trade in favour of Jordan, the Minister of National Economy in Amman issued an administrative order on April 1 restricting the import of the following products to Indian sources of supply in the proportions stated:

| | | | |
|---|---|---|---|
| Concrete re-inforcement iron bars 6mm and above | 100% | from | India |
| Tea | 80% | " | " |
| Pipes (all sizes) | 50% | " | " |
| Cotton yarn | 10% | " | " |
| Iron and steel | 25% | " | " |
| Iron and steel sheets | 25% | " | " |
| Jute fabric and bags | 100% | " | " |

## ZAMBIA

### *Compulsory routing of imports via Dar es Salaam and Lobito*

THE *Board of Trade Journal* of February 21, page 578, notified exporters of an additional list of Zambian imports which are compulsorily routed via Dar es Salaam.

The Ministry has now published a consolidated list of all imports which are being compulsorily routed via Dar es Salaam. This list is known as 'Schedule A'. It consolidates all previous published and unpublished lists of goods to be routed via Dar es Salaam and includes all previous items with the important exception of electric cable and most electrical goods, (radio and TV sets, washing machines, refrigerators and other electrical domestic appliances) which may now be routed via Lobito.

The Ministry has also published a list of goods which must be imported via Lobito (or alternatively via Dar es Salaam, or by air from the North, or by road from the North, or by parcel post.) This list is known as 'Schedule B.' Previously the Ministry did not publish a list of goods to be routed specifically via Lobito, but most British exporters and Zambian importers will prefer to use the Lobito route (or direct air freight) in preference to Dar es Salaam for Schedule B items.

Schedule A and Schedule B, detailing the customs items numbers of the goods on these two lists are set out below:

**Schedule A – Goods which must be imported via the port of Dar es Salaam or by road or air freight from a country to the north of Zambia**

| Customs class | item number | | |
|---|---|---|---|
| Class I – Agricultural and Pastoral Products | 11 | | Chillies and turmeric |
| | 12 | | Cocoa |
| | 19 | | Fish including fish paste (except dried fish from Malawi) |
| | 27 | | Jams, honey, puddings and cake powders, jellies, etc. |
| | 31 | | Meat paste, potted or tinned |
| | 36 | | Pickles, sauces, chutneys, etc. |
| | 41 | | Spices |
| | 42 | | Starch |
| Class II – Ales, Wines & Spirits | 48 | | Ales, beers, stout and cider |
| | 49 | | Non-alcoholic beverages |
| | 50 | (a) (b) & (d) | Potable spirits including Whisky, Gin, Brandy, Rum and Liquors (but excluding concentrates) |
| | 51 | | Mineral and aerated waters |
| | 52 | | Wines |
| Class III – Tobaccos | 53 | | Cigars and cigarillos |
| | 54 | | Cigarettes |
| | 55 | | Goorak |
| | 56 | | Snuff |
| | 57 | | Manufactured tobacco |
| | 58 | | Unmanufactured tobacco |
| Class IV – Fibres, Yarns & Textiles | 59 | | Textile bags, sacks and bagging and sacking in the piece |
| | 61 | | Blankets, rugs, blanketing and raw blanketing |
| | 62 | | Candlewick and lampwick |
| | 63 | | Carpets, rugs, matting, linoleum, etc. |

| | | |
|---|---|---|
| | 64 | Cheese bandages and caps |
| | 65 | Clothing of all kinds |
| | 67 | Furs |
| | 68 | Gloves |
| | 69 | Hats, caps and bonnets |
| | 70 | Socks and stockings |
| | 71 | Lace |
| | 72 | Leather, oilcloth and plastics in the piece |
| | 73 | Millinery, including drapery, haberdashery and textile furnishings |
| | 74 | Nets and netting of textiles |
| | 75 | Canvas goods |
| | 76 | Piece goods – except for manufacturing purposes |
| | 77 | Quilts, pillows and mattresses |
| | 78 | Rope, cordage and twine |
| | 79 | Shawls |
| Class V – Metals, | 84 | Metal baths, sinks and accessories |
| Machinery | 85 | Battery shoes and dies |
| | 86 | Bicycles, motorcycles and spare parts |
| | 87 | Nails, nuts, bolts, rivets, screws and washers of metal |
| | 90 | Buckets, household, sanitary, builders and similar |
| | 95 | Chains for hauling and hoisting |
| | 98 | Crown corks |
| | 99 | Cutlery |
| | 100 (2) (3) | Metal containers |
| | 102 | Enamelware and holloware – basins, mugs, cups, bowls, etc. |
| | 104 | Fencing material |
| | 110 (1) (3) | Metal furniture and springs |
| | 113 | Hardware including domestic kitchenware and appliances |
| | 118 (d) | Scaffolding tube fittings |
| | 118 (e) | Diamond bits and crowns |
| | 119 (3) | Batteries and cells, electrical, including spare parts |
| | 122 (1) (b) | Steel sheet and plate |
| | (d) | Drill steel |
| | (e) | Tool steel |
| | (f) | Hoop iron |
| | (i) | Honeycomb and industrial floor plate |
| | 122 (2) | Metal windows and doors, frames and insect screens |
| | 129 (c) | Bodies, cabs and chassis of motor vehicles |
| | (d) (e) | Motor vehicle parts and components, excluding engines and parts |
| | 132 | Perambulators |
| | 133 | Agricultural hand tools, picks, shovels, spades, hoes, axes, etc. |
| | 134 | Pipes, piping fittings (except cast iron which may come in via Lobito) |
| | 152 | Wheelbarrows |
| | 153 | Wire (except wire imported by African Wire Ropes, Kitwe used in the manufacture of wire ropes) |
| | 155 | Wire netting |
| | 156 | Wire rope and fittings (except that imported by African Wire Ropes) |
| Class VI – Minerals Earthenware & Glassware | 157 | Asbestos cement manufactures (except pressure piping which must come in via Lobito) |
| | 158 | Bitumen |
| | 172 | Glassware, chinaware, etc. (but not including bottles) |
| | 181 | Earthenware and concrete pipes and piping (see 157) |
| Class VII – Oils, | 190 | Candles |
| Wax resin, Paint | 191 | Carnauba and paraffin wax |
| & Varnish | 195 | Petroleum motor spirits and paint thinners |
| | 199 | Lubricating oils |
| | 203 | Paints, colours, protective coatings and putty, etc. |
| | 204 | Polishes |
| | 206 | Soaps and detergents |
| Class VIII – | 221 | Calcium compounds |
| Drugs, Chemicals | 223 | Disinfectants |
| & Fertilizers | 238 | Toilet preparations n.e.e. |
| | 239 | Perfumes |
| | 241 | Potassium compounds |
| | 244 | Sodium compound including hydrosulphate and caustic soda |
| | 249 | Tooth powders and pastes |
| Class IX – | 251 | Footwear |
| Leather & | 252 | Harness and sadlery |
| Rubber | 253 | Hose |
| | 254-256 | Leather |
| | 257 | Leatherwork |
| | 258 | Rubber, raw |
| Class X – Wood, | 264 | Brushware |
| Cane & Wicker | 269 | Furniture, wooden, wicker, cane and grass |
| | 270 | Wooden handles – broom, pick, shovel, tool, hoe, axe, etc. |
| | 273 (b)-(d) | Blackboard, chipboard, veneers, etc. (excluding plywood and soft boards) |
| | 276 | Wooden railway sleepers |
| Class XI – | 282 | Paper bags |
| Books, Paper & | 288 | Playing cards |
| Stationery | 291 | Ink and ink powders |
| | 296 | Printed paper (not including sensitised etc., under 295) |
| | 297 | Stationery |
| Class XII – | 298 | Band instruments |
| Jewellery, Time- | 299 | Beads |
| pieces, Fancy | 300 | Clocks and watches |
| Goods & Musical | 301 | Cups and trophies |
| Instruments | 302 | Gold and silverware (not including unmanufactured) |
| | 303 (2) (3) | Gramophone records and needles |
| | 304 | Jewellery |
| | 305 | Musical instruments |
| | 307 | Sporting and athletic goods |
| | 308 | Tobacconists' wares |
| Class XIII – Misc. | 322 | Matches |

**Schedule B – Goods which must be imported by Dar es Salaam, by air from the north, by road from the north, by Lobito bay or by parcel post**

**Customs class and item number**

| | | |
|---|---|---|
| Class I – | 3 | Biscuits and bread |
| Agricultural & | 10 | Chicory |
| Pastoral Products | 13 | Coffee and coffee mixtures |
| | 14 | Confectionery |
| | 21 | Special foods |
| | 22 (b) & (c) | Tinned and dried fruits |
| | 25 | Hog and sausage casings |
| | 29 | Spaghetti, etc. |
| | 39 | Salt |
| | 45 | Tea (except from Malawi) |
| | 46 (b) | Tinned and preserved vegetables |
| | 47 | Vinegar |
| Class IV – Fibres, | 66 | Fibres |
| Yarns & Textiles | 80, 81 | Threads and yarns |
| Class V – Metals, | 83 | Barrages and water meters |
| Machinery & | 92 | Bungs |
| Vehicles | 94 | Cash register, calculating machines, etc. |
| | 96 | Metal chimneys |
| | 106 | Filing cabinets, safes, etc. |
| | 108 | Firearms |
| | 110 (2) | Venetian blinds |
| | 115 | Lampbulbs and tubes |
| | 119 (2) (b) | Other electrical machinery |
| | 120 | Aluminium sheets, circles, etc. |
| | 122 (1) (a) | Iron and steel blocks, ingots, etc. |
| | (c) | Angle, bar, channel, etc. |
| | (h) | Bridgework |
| | (j) | Steel suspension blades, unfinished |
| | 128 | Electric meters |
| | 136 (2) (a) | Domestic hairdriers, fans |
| | 139 | Refrigerators |
| | 140 | Sewing and knitting machines and needles (not industrial) |
| | 143 | Stoves, washing machines, laboratory ovens, woodstoves |
| | 145 | Telegraphs and telephones |
| | 146 | Artisans tools |
| | 149 | Typewriters and office equipment |
| | 151 | Weighing machines |
| | 154 | Radio, radar, T.V. sets, etc. |
| Class VI – | 160 | Bottles |
| Minerals. | 161 | Bricks |
| Earthenware & | 167 | Sanitary articles of earthenware, etc. |
| Glassware | 171 | Glass and glass substitutes |
| | 183 | Roofing slates |
| | 186 | Tiles |
| Class VIII – | 226 | Extracts for perfuming |
| Drugs, Chemicals | 227 | Fertilizers |
| Fertilizers | | |
| Class IX – Leather & Rubber | 260-261 | Tyres and tubes |
| Class X – Wood, Cane & Wicker | 273 (a) & (e) | Plywood and soft boards |
| Class XI – | 284 | Books |
| Books, Paper & | 285, 286 | Cardboard boxes |
| Stationery | 287 | Cardboard |
| | 295 | Paper |

(*Continued on next page*)

ZAMBIA, *continued*

| | | |
|---|---|---|
| Class XII – Jewellery, Timepieces, Fancy Goods & Musical Instruments | 303 (1) | Gramophones |
| Class XIII – Misc. | 311 | Military uniforms and regimental plate |
| | 320 (1) | Field glasses and binoculars |
| | 325 | Goods for the exclusive use of the Government of Zambia |
| | 326 | School and hospital furniture |

British firms, especially those with manufacturing subsidiaries in South Africa, are recommended to study these lists. Goods in Schedule 'A' are now effectively blocked from being imported into Zambia from South Africa. Many goods in Schedule 'B' have also in the past been supplied from South Africa, but in future South African goods on this Schedule will have to be routed via Lobito. They will thus incur shipping and additional rail charges, and delivery dates and credit facilities will approximate to deliveries and credit from the United Kingdom.

British manufacturers are recommended to examine their franchises for Zambia. If they are represented, they should inquire from their agents how the market has been affected by Schedule B. If they are not represented, they are advised to seek representation in Zambia through the Board of Trade. If they are supplying the market through a manufacturing subsidiary in South Africa, they should examine the market themselves, and not rely on information from their subsidiary. In all three cases there should be additional opportunities for British exporters.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 204), quoting E.S.B. 31667/68.

## REPUBLIC OF SOUTH AFRICA

### *Customs tariff application (1)*

CUSTOMS TARIFF Application List No. 490, published in the South African Government *Gazette* of April 4, contains an application to the Board of Trade and Industries for increase in duty on crabs (BN 84.22.35.90) and longitudinal or cross traverse driving units (BN 85.01.17.90) for overhead travelling cranes, from 7 per cent *ad valorem* to 20 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

### *Customs tariff application (2)*

CUSTOMS TARIFF Application List No. 491, published in the South African Government *Gazette* of April 11, contains an application to the Board of Trade and Industries for increase in duty on knitted gloves of textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic material (excluding those specially reinforced or designed for the protection of industrial workers) from 15 per cent to 30 per cent *ad valorem* or 35 c. per pair (general) and 25 per cent *ad valorem* or 25 c. per pair (MFN).

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposed to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

## *Introduction of sales duty*

THE FOLLOWING is the balance of the list of goods, published in last week's *Journal*, subject to the new sales duty introduced by the South African budget for 1969-70. (See page 1085 of last week's issue).

| Sales duty item | Tariff heading and description | Rate of sales duty (Per cent *ad valorem*) |
|---|---|---|
| 142.00 | Footwear, headgear, umbrellas, sunshades, whips, riding-crops and parts thereof; prepared feathers and articles made therewith; artificial flowers; articles of human hair; fans | |
| | 64.06 Gaiters, spats, leggings, puttees, cricket pads, shinguards and similar articles (excluding parts thereof) | 10 |
| | 66.01 Umbrellas and sunshades, including walking-stick umbrellas, umbrella tents, and garden and similar umbrellas | 10 |
| | 66.02 Walking-sticks (including climbing-sticks and seat-sticks), canes, whips, riding-crops and the like | 10 |
| | 67.02 Artificial flowers, foliage or fruit (excluding parts thereof); articles made of artificial flowers, foliage or fruit | 10 |
| | 67.04 Wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of textiles; other articles of human hair (including hair nets) | 20 |
| | 67.05 Fans and hand-screens, non-mechanical, of any material (excluding frames and handles therefor and parts of such frames and handles) | 10 |
| 143.00 | Articles of stone, of plaster, of cement, of asbestos, of mica and of similar materials; ceramic products; glass and glassware | |
| | 69.11 and 69.12 Tableware and other articles of a kind commonly used for domestic purposes or toilet purposes (excluding building fixtures), of porcelain or china or of other kinds of glazed pottery | 10 |
| | 69.13 Statuettes and other ornaments, and articles of personal adornment; articles of furniture | 10 |
| | 70.09 Glass mirrors (excluding interior rear-view mirrors), unframed, framed or backed | 10 |
| | 70.13 Glassware not elsewhere specified or included in this item, of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses | 10 |
| | 70.19 Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings and similar fancy or decorative glass smallwares, and articles of glassware made therefrom; ornaments and other fancy articles of lampworked glass | 20 |
| 144.00 | Pearls, precious and semi-precious stones, precious metals, rolled precious metals, and articles thereof; imitation jewellery; coin | |
| | 71.01 Pearls, worked, but not mounted, set or strung (excluding ungraded pearls temporarily strung for convenience of transport) | 20 |
| | 71.02 Precious and semi-precious stones, cut or otherwise worked, but not mounted, set or strung (excluding ungraded stones temporarily strung for convenience of transport and industrial diamonds) | 20 |
| | 71.12 Articles of jewellery and parts thereof, of precious metal or rolled precious metal | 20 |
| | 71.13 Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or rolled precious metal, not elsewhere specified or included in this item | 20 |
| | 71.14 Other articles of precious metal or rolled precious metal (excluding articles of a kind commonly used on laboratories and industry) | 20 |
| | 71.15 Articles consisting of, or incorporating, pearls, precious or semi-precious stones (natural, synthetic or reconstructed) | 20 |
| | 71.16 Imitation jewellery | 20 |
| 145.00 | Base metals and articles of base metal | |
| | 73.33 Hand knitting needles and crochet hooks, of iron or steel | 10 |
| | 73.34 Pins (excluding hatpins and other ornamental pins and drawing pins), hairpins and curling grips, of iron or steel | 10 |
| | 73.36 Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, of iron or steel (excluding parts of such articles) | 10 |
| | 73.38 Articles of a kind commonly used for domestic purposes, of iron or steel (excluding parts of such articles and building fixtures being sanitary ware) | 10 |
| | 73.40 Other articles of iron or steel, the following: | |
| | Trunks, travelling chests, tool boxes, specimen, trinket, powder, cigarette, spectacle, and similar boxes and cases | |
| | Venetian blinds | |
| | Cages and aviaries | |
| | Articles suitable for office use | |

| Sales duty item | Tariff heading and description | Rate of sales duty (Per cent *ad valorem*) |
|---|---|---|
| | 74.17 Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, of copper, the following:<br>Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires, and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated (excluding parts of such articles) | 10 |
| | 74.18 Other articles of a kind commonly used for domestic purposes, of copper (excluding parts of such articles and building fixtures being sanitary ware) | 10 |
| | 74.19 Other articles of copper, the following:<br>Specimen, trinket, cosmetic, powder, cigarette, spectacle, and similar cases and boxes<br>Articles suitable for office use<br>Pins, hairpins and curling grips | 10 |
| | 75.06 Articles of a kind commonly used for domestic purposes, of nickel (excluding parts of such articles and building fixtures) | 10 |
| | 76.15 Articles of a kind commonly used for domestic purposes, of aluminium (excluding parts of such articles and building fixtures being sanitary ware) | 10 |
| | 76.16 Other articles of aluminium, the following:<br>Trunks, travelling chests, tool boxes, specimen, trinket, powder, cigarette, spectacle and similar boxes and cases<br>Venetian blinds<br>Cages and aviaries<br>Articles suitable for office use<br>Knitting needles, crochet hooks, curling pins and similar articles | 10 |
| | 80.06 Articles commonly used for domestic or office purposes, of tin (excluding parts of such articles) | 10 |
| | 82.04 Kitchen hand tools | 10 |
| | 82.08 Coffee-mills, mincers, juice-extractors and other mechanical appliances, of a weight not exceeding 10 kg. and of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink | 10 |
| | 82.09 Knives with cutting blades, serrated or not (including pruning knives), other than knives for machines or for mechanical appliances | 10 |
| | 82.11 Razors and razor blades (excluding parts of razors and razor blade blanks) | 10 |
| | 82.12 Scissors, including tailors' shears (excluding blades therefor) | 10 |
| | 82.13 Other articles of cutlery (for example, secateurs, hair clippers, butchers' cleavers, paper knives); manicure and chiropody sets and appliances (including nail files) | 10 |
| | 82.14 Spoons, forks, fish-eaters, butter-knives, ladles, and similar kitchen or tableware | 10 |
| | 83.03 Safes, strong-boxes, armoured or reinforced strong-rooms, strong-room linings and strong-room doors, and cash and deed boxes and the like, of base metal | 10 |
| | 83.04 Filing cabinets, racks, sorting boxes, paper trays, paper rests and similar office equipment, other than furniture specified in item 150.00, of base metal | 10 |
| | 83.05 Letter clips, paper clips, staples, indexing tags, and similar stationery goods, of base metal | 10 |
| | 83.06 Statuettes and other ornaments of a kind used indoors, of base metal | 10 |
| | 83.10 Beads and spangles, of base metal | 10 |
| | 83.12 Photograph, picture and similar frames, of base metal; mirrors of base metal | 10 |
| | 83.14 Sign-plates, name-plates, numbers, letters and other signs, of base metal | 10 |
| 146.00 | Machinery and mechanical appliances; electrical equipment; parts thereof: | |
| | 84.10 Kerb-side and service station petrol and oil delivery pumps equipped with measuring or price-calculating mechanisms (excluding parts thereof) | 10 |
| | 84.11 Tyre pumps of the kind carried in motor vehicles | 10 |
| | 84.12 Air conditioning machines, self-contained, comprising a motordriven fan and elements for changing the temperature and humidity of air | 10 |
| | 84.15 Refrigerators and refrigerating equipment, electrical and other, self-contained, including refrigerated counters, show-cases, frozen food storage containers and the like, and cabinets (excluding appliances incorporating agitators, mixers, moulds and similar mechanisms and equipment of a type commonly used in industry) | 10 |
| | 84.17 (1) Domestic instantaneous or storage water-heaters, non-electrical | 10 |
| | (2) Electrically heated and non-electrical fish fryers, percolators, tea or milk urns, steam kettles and similar heating equipment, of a kind used in the catering industry | 10 |
| | 84.18 Laundry centrifuge driers and centrifuge washing machines with a dry weight loading capacity not exceeding 15 lb. (excluding parts thereof) | 10 |
| | 84.19 Dish washing machines (excluding parts thereof) | 10 |
| | 84.22 (1) Lifts, electrical, of a kind used in buildings for carrying passengers, and parts thereof | 10 |
| | (2) Escalators, for carrying passengers, and parts thereof | 10 |
| | 84.24 Lawn and sports ground rollers (excluding parts thereof | 10 |
| | 84.25 Lawn mowers (excluding parts thereof) | 10 |
| | 84.37 Knitting machines of a kind used for domestic purposes | 10 |
| | 84.40 (1) Laundry washing machines with a dry weight loading capacity not exceeding 15 lb. (excluding parts thereof) | 10 |
| | (2) Ironing or pressing machines (domestic type), electrically heated (excluding parts thereof) | 10 |
| | 84.41 Domestic type sewing machines (excluding parts thereof) including furniture designed therefor | 10 |
| | 84.51 (1) Typewriters (excluding typewriters with Braille characters and typewriters incorporating calculating devices) | 10 |
| | (2) Cheque writing machines | 10 |
| | 84.54 Office machines other than calculating, accounting and devices and statistical, accounting and similar machines operated in conjunction with punched cards (for example, hectograph or stencil duplicating machines, addressing machines, coin-sorting machines, coin-counting and wrapping machines, pencil-sharpening machines, perforating and stapling machines) | 10 |
| | 84.58 Automatic vending machines (for example, stamp, cigarette, chocolate and food machines), not being games of skill or chance, including parts thereof | 20 |
| | 84.59 Air conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature of air, but without elements for changing humidity of air | 10 |
| | 85.03 Primary cells and primary batteries (excluding parts thereof) | 10 |
| | 85.04 Electric accumulators, 6 volt and 12 volt of a kind commonly used in motor vehicles or with radios (excluding parts thereof) | 10 |
| | 85.06 Electro-mechanical domestic appliances, with self-contained electric motors (excluding parts thereof) | 10 |
| | 85.07 Shavers and hair clippers of a kind commonly used by barbers, with self-contained electric motors (excluding parts thereof) | 10 |
| | 85.12 Electric instantaneous or storage water heaters and immersion heaters (excluding heaters of a kind designed for industrial use); electric space heating apparatus; electric hair dressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electrothermic domestic appliances (excluding, in each case, parts of such articles) | 10 |
| | 85.13 Inter-office communication sets (excluding parts thereof) | 20 |
| | 85.14 Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers (excluding parts of all such articles) | 20 |
| | 85.15 Domestic television and radio receivers, including motor vehicle radio receivers, whether or not incorporating gramophones (excluding cabinets and parts of such receivers) | 20 |
| | 85.20 Electric filament lamps and electric discharge lamp (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flashbulbs (excluding parts of all such articles) | 10 |
| 147.00 | Vehicles, aircraft, and parts thereof; vessels and certain associated transport equipment: | |
| | 87.02 (1) Motor cars (including racing cars) and station wagons and similar dual purpose motor vehicles, assembled | 5 |
| | (2) Omnibuses with a seating capacity (minimum 38 cm. continuous seat length per person) of not less than 10 seats and not exceeding 20 seats (including the driver), assembled | 5 |
| | 87.14 Caravan trailers (excluding parts thereof) | 10 |
| | 88.02 Flying machines and gliders (excluding parts thereof) | 5 |
| | 89.01 Ships and boats (excluding warships, lifeboats, scientific research and hydrographical survey vessels and ships and boats of a kind used for grain and parts of ships and boats) | 20 |
| 148.00 | Optical photographic, cinematographic, measuring, checking, precision, medical and surgical instruments and apparatus; clocks and watches; musical instruments; sound recorders and reproducers, magnetic; parts thereof: | |
| | 90.04 Sunglasses | 10 |
| | 92.01 Musical instruments and musical intrument strings (excluding pipe and reed organs): | |
| | 92.09 (1) Coin or counter operated | 20 |
| | (2) Other | 10 |
| | 92.11 Gramophones, dictating machines and other sound recorders and reproducers, including record players and tape decks, with or without sound-heads | 20 |
| | 92.12 Gramophone records and other sound or similar recordings; prepared tapes, wires, strips and like articles of a kind commonly used for sound or similar recording, whether or not recorded | 20 |
| 149.00 | Arms and ammunition; parts thereof. | |
| 150.00 | Miscellaneous manufactured articles: | |
| | 94.00 Furniture, bedding, mattresses, mattress supports, cushions and similar stuffed or internally fitted furnishings (excluding medical, dental, surgical or veterinary furniture, for example, operating tables, hospital beds with mechanical fittings; motor vehicle furniture and cut, shaped or finished upholstery, parts of motor vehicle furniture; articles identifiable as for use in schools, churches, hospitals and laboratories; parts of all the articles) | 10 |
| | 95.01 Articles of tortoise-shell | 10 |
| | 95.02 Articles of mother of pearl | 10 |
| | 95.03 Articles of ivory | 10 |
| | 95.04 Articles of bone (excluding whalebone) | 10 |

(*Continued on next page*)

SOUTH AFRICA, *continued*

| Sales duty item | Tariff heading and description | Rate of sales duty (Per cent *ad valorem*) |
|---|---|---|
| | 95.05 Articles of horn, coral (natural or agglomerated) or of other animal carving material | 10 |
| | 95.06 Articles of vegetable carving material | 10 |
| | 95.07 Articles of jet (and mineral substitutes for jet), amber, meerschaum, agglomerated amber and agglomerated meerschaum | 10 |
| | 95.08 Ornamental moulded or carved articles of wax, of stearin, of natural gums or natural resins (for example, copal or rosin) or of modelling pastes or unhardened gelatin and other ornamental moulded or carved articles not elsewhere specified or included in this taxation proposal | 10 |
| | 96.05 Powder-puffs and pads for applying cosmetics or toilet preparations, of any material | 10 |
| | 97.00 Toys, games and sports requisites: | |
| | (1) Machines, for games of skill or chance, including parts thereof, coin or counter operated | 20 |
| | (2) Other (excluding parts thereof) | 10 |
| | 98.03 Fountain pens, stylograph pens and pencils (including ball point pens and pencils), propelling pencils and sliding pencils; parts and fitting thereof | 10 |
| | 98.07 Date, sealing or numbering stamps, and the like (including devices for printing or embossing labels), designed for operating in the hand; hand-operated composing sticks and hand printing sets incorporating such composing sticks | 10 |
| | 98.08 Typewriter and similar ribbons, whether or not on spools; ink-pads, with or without boxes | 10 |
| | 98.10 Mechanical lighters and similar lighters, including chemical and electrical lighters (excluding parts thereof and flints and wicks) | 20 |
| | 98.11 Smoking pipes and cigar and cigarette-holders (excluding parts thereof) | 10 |
| | 98.12 Combs, hair-slides and the like (excluding toilet metal combs of a length not exceeding 3 inches) | 10 |
| | 98.14 Scent and similar sprays of a kind used for toilet purposes, and mounts and heads therefor | 10 |
| | 98.15 Vacuum flasks and other vacuum vessels, complete with cases (excluding parts thereof) | 10 |
| | 98.16 Tailors' dummies and other lay figures, automata and other animated displays of a kind used for shop window dressing | 10 |
| 151.00 | Works of art, collectors' pieces, and antiques. | |
| 152.00 | Goods not classified according to the customs tariff: | |
| | (1) Motor vehicles parts, sub-assemblies and accessories (excluding such parts, sub-assemblies and accessories: | |
| | (1) proved to the satisfaction of the Secretary to be standard parts, sub-assemblies and accessories of any motor vehicle manufactured in the Republic; | |
| | (2) identifiable as parts, sub-assemblies and accessories for tractors other than road tractors for semi-trailers and of heavy vehicles of a type operating off the road; | |
| | (3) elsewhere included in this taxation proposal | 20 |

Inquiries should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

## *Customs tariff changes*

GOVERNMENT NOTICES published in the South African Government *Gazette* No. 2324 of March 28, 1969, amend the tariff as follows:

Notice No. R474: (1) Specific provision, free of duty, is made for annatto seed. (2) Specific provision, free of duty, is made for choline chloride, and the words 'choline hydrochloride' are deleted.

Notice No. R475: (1) Specific provisions, at a rate of duty of 10 per cent are made for dodecylbenzene, alkylbenzenes, chlorinated paraffins and polychlorodiphenyls. (2) Specific provision, free of duty, is made for audiometric test booths, being soundproof steel structures.

Notice No. R476: The duty on plates and sheets of unhardened vulcanized rubber is increased from 20 per cent to 30 per cent.

Notice No. R477: The duty on certain chokes and ballasts is increased to the extent indicated.

Notice No. R478: The provision for an ordinary anti-dumping duty on chokes and ballasts, suitable for use with discharge lamps, if imported from or originating in Hong Kong, is withdrawn.

Notice No. R479: Provision is made for a rebate of the full duty less 417 c. per 1,000 gallons on naptha of petroleum oils and oils obtained from bituminous minerals, for use in petrol refining or for mixing with refined petrol and aviation spirit classified in tariff item 105.10.10.

Notice No. R480: (1) Provision is made for a rebate of the full duty on polyester resins in liquid form, for the manufacture of patent leather. (2) Provision is made for a rebate of the full duty on spiralled busk wire of steel, not cut to size, for the manufacture of corset busks and similar supports.

Notice No. R481: (1) The provision for a rebate of duty on certain alternators, for the manufacture of internal combustion piston engines and parts thereof, is withdrawn. (2) Alternators are excluded from the definition of an engine and the provision for a rebate of duty on certain alternators which are imported with unit packs of motor cars, is withdrawn.

Notice No. R482: Provision is made for a rebate of the full duty on stock remedies containing 2,2-dichlorovinyl dimethyl phosphate as active ingredient.

Inquiries regarding these notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

# MALAYSIA

## *Import control*

NOTICE TO West Malaysian Importers No. 5 of 1969, which refers to the Customs (Prohibition of Imports) (Temporary Protective Measures) (Amendment) (No. 8) Order, 1969, states that licences to import the goods concerned into the States of Malaya and Penang Island will be issued every three months and will be restricted to quotas. The estimated quota for the first quarter commences from March 13, 1969, and ends on June 12, 1969.

An announcement about the Customs (Prohibition of Imports) (Temporary Protective Measures) (Amendment) (No. 8) Order, 1969, appeared in the *Board of Trade Journal* dated April 4, 1969, page 1025, but for ease of reference the goods concerned are listed below:

| Heading No. | Description of Goods |
|---|---|
| 38.19.900 | Catalysts containing iron oxide. |
| 71.14.000 | Platinum and platinum alloy catalyst gauges. |
| 73.40.200 | Grinding media of forged steel-balls. |
| 84.01 | Steam and other vapour generating boilers (excluding central heating hot water boilers capable also of producing low pressure steam): |
| 100 | Steam and other vapour generating boilers. |
| 900 | Parts. |
| 84.14.000 | Industrial and laboratory furnaces and ovens, non-electric. |
| 84.17 | Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical: |
| | Heating and cooling plant and machinery: |
| 110 | Evaporators and condensers non-domestic refrigerating equipment. |
| 190 | Other. |
| 200 | Distilling, rectifying and fractioning plant. |
| 300 | Evaporating and drying plant. |
| 400 | Roasting plant. |
| 500 | Steaming plant. |
| 600 | Sterilizing apparatus. |
| 710 | Machinery for liquefying air. |
| 750 | Special laboratory apparatus and equipment. |
| 800 | Other machinery and plant. |
| | Instantaneous or storage water heaters, non-electrical |
| 810 | Of copper. |
| 890 | Of other base metals. |
| | Parts: |
| 910 | For sub-heading 84.17.810. |
| 920 | For sub-heading 84.17.890. |
| 930 | For sub-heading 84.17.110. |
| 999 | Other. |
| 84.18.100 | Cream separators. |
| 84.19 | Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machines for aerating beverages: |
| 200 | Machinery for aerating beverages. |
| 300 | Machinery for cleaning or drying bottles or other containers. |
| 400 | Packing or wrapping machinery. |
| 500 | Other machinery. |
| | Parts: |
| 990 | For sub-heading 84.19 200, 84.19 300, 84.19 400 and 84.19 500. |
| 84.26 | Dairy machinery (including milking machines): |
| 100 | Milking machines. |
| 800 | Other machinery. |
| 900 | Parts. |
| 84.56 | Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand: |
| 800 | Other than concrete mixers. |
| 900 | Parts, other than for concrete mixers. |
| 85.01 550 | Electrical motors over 100 horsepower. |
| 920 | Parts for electrical motors over 100 horsepower. |

Any inquiries about this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4.

## *Motor vehicles — Customs duty and licensing changes*

THE SINGAPORE GOVERNMENT *Gazette* dated March 28, 1969, publishes the following:

1. The Prohibition of Imports (General Licence) (Amendment No. 3) Notification, 1969, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification 1965 by deleting the following items thereof:

56 Motor buses – new; other than new

57 Motor vehicles for the transport of goods, including chassis with engines fitted, with or without cabs – new; other than new

This means that the goods concerned are no longer subject to import licensing.

2. The Customs Duties (Amendment No. 2) Order, 1969, which amends the Schedule to the Customs Duties Order, 1968, as follows:

(a) By deleting the expression 'Motor vehicles for the transport of persons, including sports cars, ambulances and dual purpose vehicles but excluding buses and motor cycles:' appearing below the Group 732 – ROAD MOTOR VEHICLES;

(b) By deleting the item against code 732 101-3 and substituting the following:

| Code | Description | Unit of quantity | Full | Customs Duty Preferential | Excise |
|---|---|---|---|---|---|
| | Motor vehicles for the transport of persons, including sports cars and ambulances, but excluding buses and motor cycles: | | | | |
| 732 101-1 | Completely knocked down, new | Number | Nil | Nil | Nil |
| 732 101-2 | Semi or medium knocked down, new | Number | 30% | 30% | Nil |
| 732 101-3 | Completely built up, new | Number | 30% | 30% | Nil |

(c) By inserting immediately after:

| | | | | | |
|---|---|---|---|---|---|
| 732 102-1 | Completely built up, other than new | Number | 30% | 30% | Nil |

The following codes:

| | | | | | |
|---|---|---|---|---|---|
| 732 102-2 | Completely knocked down, other than new | Number | Nil | Nil | Nil |
| 732 102-3 | Semi, or medium knocked down, other than new | Number | 30% | 30% | Nil |
| | Motor buses, being vehicles with seats for more than eight persons: | | | | |
| 732 201-1 | Completely knocked down, new | Number | Nil | Nil | Nil |
| 732 201-2 | Semi or medium knocked down, new | Number | 20% | 20% | Nil |
| 732 201-3 | Completely built up, new | Number | 30% | 30% | Nil |
| 732 202-1 | Completely knocked down, other than new | Number | Nil | Nil | Nil |
| 732 202-2 | Semi or medium knocked down, other than new | Number | 20% | 20% | Nil |
| 732 202-3 | Completely built up, other than new | Number | 30% | 30% | Nil |
| | Motor vehicles for the transport of goods or materials: | | | | |
| 732 301-1 | Completely knocked down, new | Number | Nil | Nil | Nil |
| 732 301-2 | Semi or medium knocked down, new | Number | 20% | 20% | Nil |
| 732 301-3 | Completely built up new, of 30 cwt. in weight or less | Number | 30% | 30% | Nil |
| 732 301-4 | Completely built up, new, of more than 30 cwt. in weight | Number | 30% | 30% | Nil |
| 732 302-1 | Completely knocked down, other than new | Number | Nil | Nil | Nil |
| 732 302-2 | Semi or medium knocked down, other than new | Number | 20% | 20% | Nil |
| 732 302-3 | Completely built up, other than new | Number | 30% | 30% | Nil |
| 732 600 | Chassis with engines fitted for vehicles falling within code 732 101 | Number | 30% | 30% | Nil |
| | Chassis with engines fitted, but without cabs, for vehicles, falling within heading: | | | | |
| 732 700-1 | 732.1 | Number | 30% | 30% | Nil |
| 732 700-2 | 732.2 and 732.3 | Number | 20% | 20% | Nil |
| 732 700-3 | 732.4 and 732.5 | Number | Nil | Nil | Nil |
| | Bodies, including cabs, for motor vehicles falling within heading: | | | | |
| 732 810-1 | 732.1 | Number | 30% | 30% | Nil |
| 732 810-2 | 732.2 and 732.3 | Number | 20% | 20% | Nil |
| 732 810-3 | 732.4 and 732.5 | Number | Nil | Nil | Nil |
| 732 890 | Parts and accessories of motor vehicles falling within headings 732.1 to 732.5 | Value | Nil | Nil | Nil |

A preliminary notice appeared in the *Board of Trade Journal* of April 11, 1969, page 1088 announcing that these items were no longer subject to licensing and quota restrictions and that new import duties would apply as from March 28, 1969.

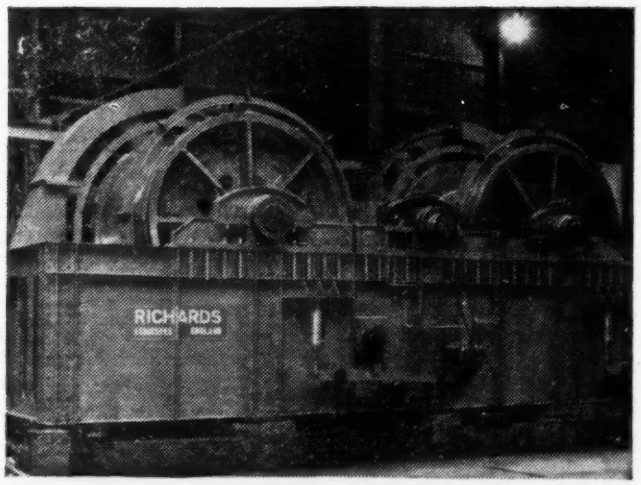
Any inquiries regarding this notice should be made to Tariff Section, Export Services Mranch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

## *Pioneer Industries*

THE BOARD OF TRADE have been informed by cable that the Singapore Government has declared the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

| Industries | Products |
|---|---|
| 1. Food preparation | Green pea flour. |
| 2. Pearl cultivation | Cultured pearls. |
| 3. Chemicals | Quicklime. |
| 4. Chemicals | Lime hydrate. |
| 5. Grain milling | Artificial rice based on wheat, corn and other cereals and by-products. |
| 6. Manufacture of timber products | Blockboard. |
| 7. Telecommunication equipment | Telephone instruments. |
| 8. Chemicals | Activated carbon. |
| 9. Chemicals | Calcium carbonate. |

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of February 14, 1969, page 492. Inquiries concerning this notice should be made to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 24014/G.




*Due for shipment to Malaysia at the end of April for use in alluvial tin mining, this 70 ton ladder winch, made by Richards Structural Steel Co. Ltd., Phoenix Iron Works, Leicester, has recently undergone successful trial tests at the factory. Powered by a 500 h.p. motor – which drives a combined spiral and double helical reduction unit – the winch is to be installed on a floating dredge in Malaysia.*

JAPAN* BY SABENA

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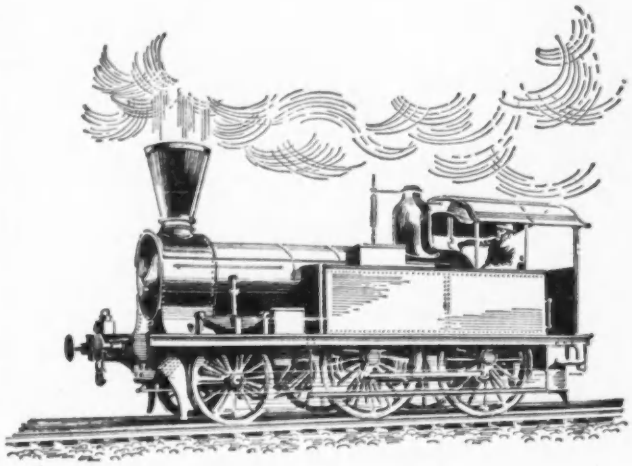
The **Pilgrim**
became New Zealand's first railway locomotive in 1863



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In that year, the *Pilgrim*, a typical English-built tank locomotive of the period, made the first run from Christchurch to Ferrymead. Today, our country continues to need overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on — to your trading benefit.

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## NEW ZEALAND

# *Customs tariff inquiry*

FOLLOWING THE receipt by the Minister of Industries and Commerce, in New Zealand, of a report from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board for inquiry and report the question whether there should be any change in the rates of import duty or in the import licensing situation, or both, in respect of forks; garden trowels; oil cans; knives and cutting blades, for machines or for mechanical appliances; incubators for premature infants. The goods in question are classified in the tariff items shown in the Schedules to this notice.

To the extent that, on the basis of the evidence submitted, public inquiries are found to be necessary, it is intended to conduct them on dates to be notified, but not earlier than approximately one month after May 30, 1969.

Typewritten statements (12 copies) should be lodged with O. A. Black, Esq., Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than May 30, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24548/G.

**Schedule A**

*Hand weeding forks and garden trowels* classified in Tariff items 82.01.06 and 82.01.23 which read as follows:

| | | British Preferential | Most Favoured Nation | General |
|---|---|---|---|---|
| 82.01.06 | Forks | Free | 17½% | 30% |
| 82.01.23 | Garden trowels | Free | .. | Free |

Temporary measures taken:

Additional duty at a rate equal to half the amount by which the f.o.b. price of each article is less than 80 cents (New Zealand currency), such duty to apply also to trowels and hand weeding forks when they form parts of sets of garden hand tools.

The additional duty on trowels does not apply to goods the produce or manufacture of Canada, and the additional duty on forks and on forks and trowels in sets does not apply to goods the produce or manufacture of Australia or Canada.

Terms of reference to Board by Minister of Customs:

To inquire into and report upon whether any new or increased duties are necessary in respect of these goods.

**Schedule B**

*Pressure force feed oil cans of capacities not exceeding* 1¼ pints, classified in Tariff item 82.04.05 which reads as follows:

| | | British Preferential | Australia | Canada | Most Favoured Nation | General |
|---|---|---|---|---|---|---|
| 82.04.05 | Hand tools, etc. Oil cans | 25% | 35% | 35% | 50% | 60% |

Temporary measure taken:

Additional duty of 22½ per cent on imports of pressure force feed oil cans of capacities not exceeding 1¼ pints from all sources except Australia, in which case the additional duty is limited to 12½ per cent.

Terms of reference to Board by Minister of Industries and Commerce:

To inquire into and report upon whether permanent tariff protection should be afforded to these goods, and if so, the level of protection considered necessary.

**Schedule C**

*Knives and cutting blades for machines or for mechanical appliances* classified in Tariff item 82.06.00 which reads as follows:

82.06.00 Knives and cutting blades, for machines or for mechanical appliances.

Rates of duty are the rates applicable to the machines or mechanical appliances for which the knives or cutting blades have been designed.

Temporary measure taken:

These goods to be excluded from the proposed import licensing exemption relating to Item code 73.380 and the existing allocation of licences to be maintained.

Terms of reference to Board by Minister of Customs:

To inquire into and report whether any new or increased duty is necessary in respect of these goods, and to include import licensing as affecting these goods in its inquiry.

**Schedule D**

*Incubators for premature infants* classified in Tariff item 90.17.10 which reads as follows:

| | | British Preferential | Most Favoured Nation | General |
|---|---|---|---|---|
| 90.17.10 | Electro-medical apparatus | Free | 12% | 25% |

Temporary measure taken:

Additional duty of 15 per cent imposed on imports from all sources other than Australia.

Terms of reference to Board by Minister of Industries and Commerce:

To inquire into and report upon whether any new or increased duty is necessary in respect of these goods.

# *Emergency Protection Authority*

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: Terpineol (Tariff Item 29.05.09) and Pine Oil (excluding 'Pine Oils' not rich in terpineol) (Tariff Item 38.07.09).

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

| Tariff Item | Unit | British Preferential | Most Favoured Nation | General |
|---|---|---|---|---|
| Ex 29.05.09 | — | Free | Free | Free |
| 38.07.09 | Gal. | Free | 20% | 25% |

The Emergency Protection Authority is required to report to the Minister by May 11, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 767/1969.

**SUBSCRIPTIONS AND SALES**

*Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses*: 49 *High Holborn, London, W.C.1;* 134 *Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1, 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

NEW ZEALAND, *continued*

## *Emergency Protection Authority*

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: Silk screen printing machines.

Details of the tariff item, under which the above mentioned goods are dutiable, are given below.

| Tariff Item | Unit | British Preferential | Most Favoured Nation | General |
|---|---|---|---|---|
| Ex 84.40.38 | — | 25%<br>Canada 35% | 60% | 60% |

The Emergency Protection Authority is required to report to the Minister by May 10, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 744/1969.

The 1969/1970 New Zealand import licensing schedule appears on page 1151.

**AUSTRALIA** A reference to the Special Advisory Authority appears on page 1151.

# TRINIDAD AND TOBAGO

## *Import licensing arrangements*

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

075-01.01 White pepper.

721-03.02 Electric filament lamps (bulbs), 20 volts and over, screw and bayonet types (not including bulbs for vehicles).

## *Exemptions from import duty*

THE SECOND SCHEDULE to the Trinidad and Tobago Customs Ordinance (Table of Exemptions from Import Duty) has been further amended by the deletion of item 33A (see *Board of Trade Journal* of December 29, 1967, page 1674) and the substitution therefor of the following:

'Spirits. 33A. Spirits imported for use in the manufacture of blended whisky and which the Comptroller of Customs and Excise is satisfied is imported solely for use in such manufacture.

In this item:

"blended whisky" means a mixture containing not less than 60 per cent but not more than 80 per cent locally distilled neutral spirits and not more than 40 per cent but not less than 20 per cent imported concentrated whisky;

"spirits" and "neutral spirits" have the meanings respectively assigned to them in the Spirits and Spirit Compounds Ordinance, Ch. 32, No. 9.'

# JAMAICA

## *Import licensing arrangements*

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended:

(i) by the addition of the following new items:

168. Stenographers' notebooks.

169. Drawing books.

170. Ruled foolscap paper and ruled double foolscap paper; and

(ii) by the addition of the following sub-paragraphs to item 86. (Meats)—

(v) Curried meat.

(vi) Meat balls (whether plain or in combination with other products).

Inquiries about the above notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

# BRAZIL

## *Control of products for veterinary use*

BRAZILIAN Decree Law 467 of February 13, 1969, lays down certain regulations for the control of products for veterinary use, establishments which manufacture them, etc.

An unofficial translation of the Law is available on application to Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

## *Duty free quotas*

THE BOARD OF TRADE has received from Brazil details of Resolution No. 618 of February 20, 1969, which exempts from import duty annual quotas of low carbon, semi-manufactured steel in the form of slabs (100mm. to 450mm. thick by 900mm. to 1,650mm. long); blooms (245mm. by 345mm.); square bars; billets (4ins. by 4ins.). These items are classified under heading 73.06.001 of the Brazilian Tariff. The quotas, which may be altered depending on local production or consumption, are as follows:

| Year | Amount in metric tons |
|---|---|
| 1969 | 250,000 |
| 1970 | 440,000 |
| 1971 | 430,000 |
| 1972 | 550,000 |

## *Mining Code*

HM EMBASSY at Rio de Janeiro has forwarded a copy of a translation of the 1967 Brazilian Mining Code (Decree Law 227 of February 28, 1967, as amended by Decree Law 318 of March 14, 1967). The translation may be inspected at Commercial Relations and Exports Department, Board of Trade, Room 355, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2293).

# CHILE

## *Permitted import list*

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

| Page | Item No. | | Percentage of prior deposit |
|---|---|---|---|
| 16 | 15.07 | *Insert* new sub-heading:<br>Cashew nutshell | 40 |
| 74 | 39.07 | *Insert* new sub-heading:<br>Silica stoppers for serum, blood and plasma flasks | 15 |
| 115 | 73.11 | Sub-heading No. 3:<br>Alter 80 mm. to read 100 mm. | 15 |
| 116 | 73.11 | *Delete* line No. 4, reading:<br>101·6 x 101·6 x 9.52 mm. | |
| 119 | 73.18 | Item No. 3:<br>Alter 10 in. to read 12½ in. | 5 |
| 171 | Ch. 84 | General headings:<br>*Insert* new item:<br>Semi-industrial commercial washing installations consisting of six washing machines with a total capacity of at least 48 kilograms of dry clothing; two dryers; one centrifuge and one ironer together with spare parts therefor – all with slot machine systems | 40 |

# BOLIVIA

## *Imports of cars*

BY DECREE No. 08695 dated March 12 the Bolivian Government have raised the ban on imports of private motor vehicles (see *Board of Trade Journal* of June 21, 1968, page 1909) but increased the import duty and made changes in the scale of the minimum valuation for various types of vehicles. Details may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

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## UNITED STATES

### *Hazardous substances (1)*

NOTICE WAS GIVEN in the *Board of Trade Journal* of March 1, 1968, of a proposal of the United States Commissioner of Food and Drugs to classify the following as 'banned hazardous substances' under the Federal Hazardous Substances Act:

> 'Carbon tetrachloride and mixtures containing it (including carbon tetrachloride and mixtures containing it used in fire extinguishers).'

The Commissioner of Food and Drugs now proposes to hold a public hearing to discuss this matter beginning on April 28 at the Health, Education and Welfare Building in Washington.

A prehearing conference for the simplification of issues and the scheduling of witnesses, etc., was held on April 14.

Full details of the hearing and the procedure for filing comments may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

### *Hazardous substances (2)*

WITH EFFECT FROM March 28, 1969, the United States Commissioner of Food and Drugs has exempted blasting caps from certain of the labelling requirements of the Federal Hazardous Substances Act.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

### OPPORTUNITIES FOR EXPORTERS

*Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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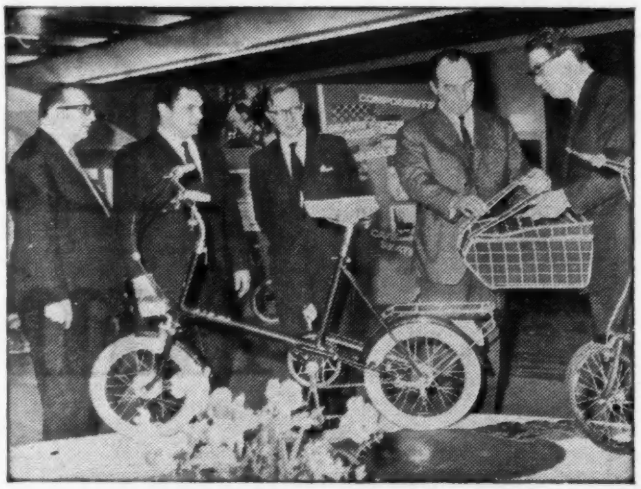
## *Textile fibre products*

THE *Board of Trade Journal* of July 12, 1968, gave notice of proceedings instituted by the United States Federal Trade Commission to consider an amendment to the rules and regulations under the Textile Fibre Products Identification Act to provide for the manner and form of disclosing the required fibre content information of textile fibre products which contain two or more chemically distinct manufactured fibres, the components of which are blended or combined at or prior to the time of initial extrusion or fibre formation.

After consideration of all the views and comments received on this proposal the Federal Trade Commission has added a new section to the regulations which becomes effective on May 12, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

## OVERSEAS VISITORS SEE BRITISH TWO-WHEELERS



*Mr. R. A. L. Roberts, export sales director of Raleigh Industries, shows members of a Soviet Trade Delegation the features of the Raleigh RSW 16 Mk. II small wheel model. Mr. Riyantsey and Mr. Komarovsky accompanied by Mr. J. Halter, Raleigh's Eastern European agent, were on a two day visit to the Nottingham factories of Raleigh Industries Limited.*

*Mr. Derry Preston Cobb (seated), deputy managing director of Greeves (Great Britain) Motor Cycles, talking to overseas dealers at a recent three-hour endurance test of the new Greeves 'Griffon' moto-cross model. From left to right are: Jacques Charrier, of Rapid 'Moto, France; Frits Selling, of H. Selling and Zonen, Holland; Claude Vanstenagen, of Belgium; Ernst Hausler, of Switzerland.*

## *Imported wool products*

THE *Board of Trade Journal* of January 12, 1968, gave notice of the introduction by the United States Federal Trade Commission of a new rule 36 to the regulations under the Wool Products Labelling Act of 1939.

Following an appeal to the United States Court of Appeals in January 1969, the Court has now declared rule 36 to be unconstitutional.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877. Ext. 2397).

## *Federal Insecticide, Fungicide and Rodenticide Act (1)*

THE UNITED STATES Department of Agriculture has announced details of a proposed amendment to Interpretation 18, Revision 2, of the regulations under the Federal Insecticide, Fungicide and Rodenticide Act which relates to the criteria for determining warning, caution and antidote statements that are required to appear on labels of economic poisons.

Consideration will be given to any relevant views or data which are submitted in writing to the Director, Pesticides Regulation Division, Agricultural Research Service, United States Department of Agriculture, Washington DC 20250, by June 3, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

## *Federal Insecticide, Fungicide and Rodenticide Act (2)*

THE UNITED STATES Department of Agriculture has announced details of an interpretation it proposes to add to the regulations under the Federal Insecticide, Fungicide and Rodenticide Act in respect of labelling claims involving the use of 'germ proof' and related terms in the labelling of economic poisons.

Interested persons have been invited to file written comments and views on this proposal with the Director, Pesticides Regulation Division, Agricultural Research Service, United States Department of Agriculture, Washington DC 20250. Comments, which should be submitted in duplicate, should reach the Director not later than May 20, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

## *Motor vehicle safety standards: Standard 110*

THE UNITED STATES Federal Highway Administration has announced various amendments to Appendix A of Federal Motor Vehicle Safety Standard No. 110 relating to tyre selection and rims for passenger cars, which become effective on May 5, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

# AUSTRALIA

## *Special Advisory Authority inquiry*

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: **Men's and Boys' knitted shirts** (tariff item 60.04. 100).

**The hearing of the Special Advisory Authority is on April 22.**

United Kingdom interests wishing to make their views known to the Special Advisory Authority, should get in touch immediately with their Australian agents or with the London Office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318), quoting reference number C.R.E. 642/69.

# NEW ZEALAND

## *1969/70 Import licensing schedule*

THE NEW ZEALAND import licencing arrangements for the year July 1, 1969 to June 30, 1970, have been announced.

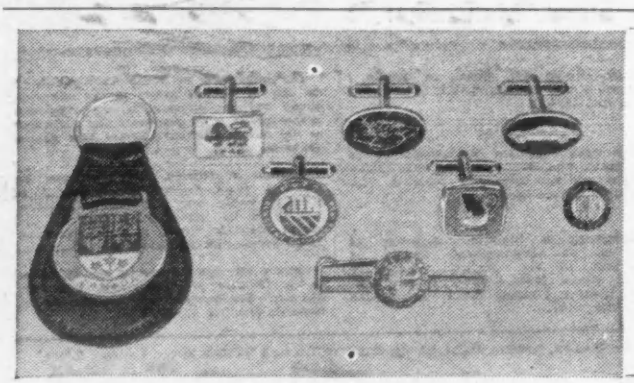
Licences for most of the goods for which a basic or token licence entitlement is allocated will be 105 per cent of the value of 1968/69 licences, but allocations will remain constant for those products for which licences are issued in quantitative terms. In a very few cases allocations have been cut.

The list of items exempt from import licensing has been extended to cover a range of additional goods including industrial sewing machines; commercial motor vehicles; hearing aids and parts; certain articles specially suited for religious purposes; petroleum jelly; tyrecord fabrics and certain photographic accessories.

Any inquiries arising from this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

### HINTS TO BUSINESSMEN

*The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757. Ext. 7146).*



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## *Index to Statistics published regularly in the Board of Trade Journal*

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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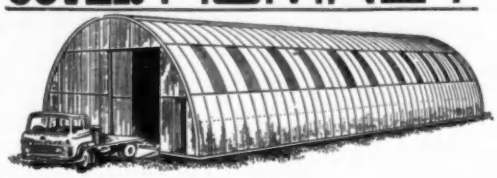

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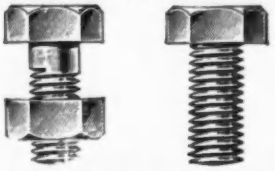

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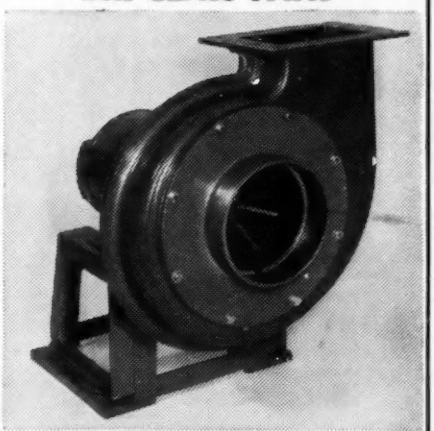

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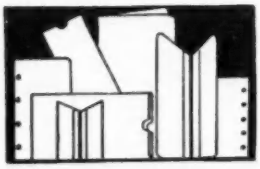

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